

£150m. tourism profit last year

BY ARTHUR SANDLES

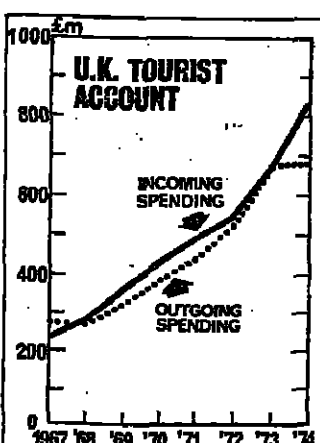
BRITISH TOURISM was in profit by nearly £150m. last year as an increasing number of European visitors made good a decline in the number of American tourists.

British spending abroad remained almost static, but overseas expenditure in the U.K. rose by 32 per cent to £534m. Preliminary figures produced by the British Tourist Authority and the Department of Trade seem to show that domestic economic problems and the falling value of the pound is successfully depressing British spending abroad while encouraging foreigners to come to "cheap Britain."

The travel industry hopes that any artificial Government intervention, such as introduction of travel allowances, will now be seen as unnecessary.

There were an estimated 7.9m. overseas visitors to the U.K. in 1974, some 3 per cent more than in 1973. These foreign visitors are thought to have spent £535m, to which has to be added fares paid to British airlines and ferry boat operators.

At the same time, 10.5m. cent.



Britons went abroad, a fall of 9 per cent, but still leaving the U.K. as one of the world's biggest travelling nations. The British spent £581m. abroad, a marginal (£1m.) drop in the sterling total.

Among the foreign visitors the proportion of holidaymakers fell somewhat, but the number of business visitors rose by 13 per cent.

Student grants up 22% from October

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

A 22 PER CENT increase in undergraduate students' grants which from October will add about £14m. to the public bill of £200m. a year, was announced by Mr. Reg Prentice, Secretary for Education and Science, in a Commons written reply yesterday.

The main rate of grant—for undergraduates living away while attending institutions outside London—will rise by 22 per cent, from £905 to £740, as will the corresponding rate for London institutions from £685 to £810. The rate for students living at home will rise by only 20 per cent, from £475 to £570.

The National Union of Students, which wanted the main rate increased to £940, described the announcement as "disappointing." It was "no compensation for 30 per cent inflation," said Mr. John Randall, retiring president of the NUS, "and a real freeze is now needed to protect students' living standards."

In the written reply to Mr. Bryan Davies (Lab., Enfield N.), Mr. Prentice also announced changes in the scale of contri-

butions which parents are supposed to pay towards maintaining their student children, and in the methods of calculating the "residual income" on which the contributions are based. The changes place a penalty on private schooling.

At present, in calculating residual income parents are allowed £280 for a dependant child other than the student. If this child is at school, £280 extra is allowable to cover expenses such as private-school fees. If the dependant child has left school and entered further education, an extra £480 is allowable. In addition, £130 is allowable, at present, for a dependant child, other than the student, who is under 11, £320 if the child is aged 11 to 16, and £400 if the child is over 16.

Although parents already in the above situations will continue to receive these allowances at the current rate, newcomers from October will receive only a single allowance. This will be £310 for a dependant child, other than the student, who is under 11, £320 if the child is aged 11 to 16, and £400 if the child is over 16.

RACING BY DOMINIC WIGAN

No Alimony for Predominate

A YEAR ago the Seven Barrows out of the first 12 behind stable-where Red Regent won Bolksinski.

There appeared to be no ex-actly raced colt is clearly on the upgrade.

Two other races which may well fall to Peter Walwyn and Pat Eddery are the Tegleaze (2.0) and the Cucumber Stakes (2.30). In the Tegleaze (for un-raced two-year-olds), Walwyn and Eddery rely on Anemos, who is reported to have been showing a good deal of speed. In the Cucumber Stakes they combine with the certain favourite, Acquire.

Acquire is sure to have derived considerable benefit from her recent run at Salisbury, where she came with a storming late run to get within a length of the winner, Royal Rocket, after running green in the early stages. She is suggested with confidence.

At Ripon, where Willie Carson can pull one back on Eddery in the jockeys' championship through Zosker in the Stone-bridge Plate (4.45), Inland can return to winning form by getting the better of Parsifal in the Alhambra Handicap (2.15).

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

SALEROOM

BY ANTONY THORNCROFT

Penicillin notes fetch £2,000

SIR ALEXANDER FLEMING's autographed account of the discovery and development of penicillin, which formed the original manuscript of a book, was made in 1945, sold for £2,000 at Sotheby's yesterday.

It was the highest price in a sale of books and letters which made £15,397, for a two-day total of £28,002.

Other good prices were the £750 (within estimate) from a private buyer, for an autographed letter by Herman Melville to the publisher John Murray in 1949 and the £340 for an unrecorded manuscript by Robert Burns of the beginning of his sonnet on the Death of a Robert Riddell. A copy of the autograph signed in 1801 between Britain and Denmark went for £200.

The major sale at Sotheby's was the collection of Tsuba formed by the late William Vincent Bradford which went for £79,982.

Tsuba are Japanese sword guards and the feature of a successful sale was the re-appearance of Japanese buyers, £1,300. Early English stump work raised cloth embroideries mounted in frames—were much

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

However, the two highest sought after, with a Stuart picture of Charles II and Maria Theresa making £780 (£400-£500), and a William Mary stump work picture on target at £750.

While the main attention next week centres on Sotheby's first sale in Monte Carlo, when furniture from the collections of a Baron Guy de Rothschild and Baron de Redé are expected to fetch high prices, there is an interesting sale in London of Wedgwood wares on Tuesday and Thursday.

Works of the Wedgwood factory from 1770 to the mid-20th century are for sale, at prices from £100 upwards. The highest price should be given for a copy of the celebrated Portland Vase, together with a lock of George Washington's hair, for which the vase was used as a mausoleum.

The original Graeco-Roman vase, now in the British Museum, was lent by the Duke of Portland to Wedgwood in 1786 and he made a limited number of copies.

This vase was given by Josiah Wedgwood II to Thomas Poole of Bristol around 1790, and is known as the Poole Vase. A similar early copy fetched £70,000 when sold at Sotheby's in 1971.

THE CHELSEA FLOWER SHOW

Down among the veg men

IF YOU want to pretend that the world is as it always was there is no better place to do it than the 54th Chelsea Flower Show which opens to the public to-day in the famous grounds of the Royal Chelsea Hospital. It's all a happy, blushing, sweetly-scented world with its own little, sedate and breakthroughs—here a new rose (looking blushing like the old ones to the amateur eye), there a new dwarf, hybrid rhododendron (very exciting say the cognoscenti), and over on the Agricultural Research Council's stand, a complete strategy for controlling couch "something," say the officials, "we all want to know."

For those interested in the sheer beauty and glaze of the flowers and shrubs, the Marquee is the place to head for. Here is where the countless roses, the tulips, the magnolias, the fuchsias and all the other glories of the horticultural world are piled upon each other in such colourful profusion that the inadequate amateur, like myself is apt to gasp with disbelief.

Never have I seen clematis so large—or so—deeply coloured. Last night really lifted them to be that way. I have seen alien chemical been applied to induce this unusual state. It is merely that in most ordinary gardens they never manage to achieve their full perfection.

The aura of well-being at the show has been fostered by the traditional flourish of the Chelsea times are bad. As soon as fears of economic collapse begin to filter through to the population at large they turn to their gardens or their allotments with renewed vigour. Not only does gardening provide a great deal of pleasure for very little money, it also occupies a great deal of time and can save considerable sums of money.

Few seed firms are at the show this year, and because of bad times, but entirely the reverse. "So busy have been," said a spokesman, "that they have no need to be at Chelsea."

The greenhouse world might have been thought to be on the decline, but the higher cost of fuel to heat them has been offset by the increasing interest in growing vegetables throughout the year. So, the range of greenhouses has proliferated, rather than diminished. There are modular ones that can be erected as the enthusiasm or capacity of the gardener grows, there is the beautiful hexagonal one that looks more like a conservatory than a utilitarian growing-house, and there is the dome-shaped greenhouse, that has an internal seat so that it can double as a sun-bath.

If you're looking for changes, there are a few. The "Dig for Victory" spirit has not taken over by any means, but the beginning of the movement approaches vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-



Mr. Peter Seabrook displays his garden in a pot-filled bag. Leafy vegetables, he says, can flourish in such an environment.

fact, John Brookes (whose designs have in the past won how anybody who has not three gold medals for growing vegetables in the Chelsea gardens) has designed a before-to-day resist once to garden to help promote the have had a word with Peter Seabrook's "Tent" West. Seabrook had a look at the garden design course. He has 10 feet by 12 feet plot of very cleverly decided that just produce.

On this really very small plot is not enough to take the idea reproduced at the show with a stage further and sets out to cheating at all. He shows he prove that even in a small space, two pickings of vegetables (a vegetable garden can be as, say, a week for a family of four can be produced. All of Gardens To-day by Robin Lane year round—on to put it another way, how 50 lb of produce a year can be harvested. He says it on takes an hour's work a week at no tools other than a spade, saw, wood for digging and sun string.

Even if you have not a plot, Peter Seabrook makes let you be disheartened if you use fertilised, peat-filled bags (he had to do at the show, though the plot shown in the illustrated series is based on real earth you can grow everything (except the brassica sprouts) very successfully.

Leafy things, he insists, flourish wonderfully on fertile peat-filled bags—and he has rows of glorious-looking lettuce, spinach and celery to prove his point.

Obviously, growing vegetables in these bags is more expensive than growing from seed (as he did for the programme). But even so, you save money in the end (three crops of lettuce, the pickings of spinach, can be grown from one bag). And you can pick the bags and then take you approach vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-

fact, John Brookes (whose designs have in the past won how anybody who has not three gold medals for growing vegetables in the Chelsea gardens) has designed a before-to-day resist once to garden to help promote the have had a word with Peter Seabrook's "Tent" West. Seabrook had a look at the garden design course. He has 10 feet by 12 feet plot of very cleverly decided that just produce.

On this really very small plot is not enough to take the idea reproduced at the show with a stage further and sets out to cheating at all. He shows he prove that even in a small space, two pickings of vegetables (a vegetable garden can be as, say, a week for a family of four can be produced. All of Gardens To-day by Robin Lane year round—on to put it another way, how 50 lb of produce a year can be harvested. He says it on takes an hour's work a week at no tools other than a spade, saw, wood for digging and sun string.

Even if you have not a plot, Peter Seabrook makes let you be disheartened if you use fertilised, peat-filled bags (he had to do at the show, though the plot shown in the illustrated series is based on real earth you can grow everything (except the brassica sprouts) very successfully.

Leafy things, he insists, flourish wonderfully on fertile peat-filled bags—and he has rows of glorious-looking lettuce, spinach and celery to prove his point.

Obviously, growing vegetables in these bags is more expensive than growing from seed (as he did for the programme). But even so, you save money in the end (three crops of lettuce, the pickings of spinach, can be grown from one bag). And you can pick the bags and then take you approach vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-

fact, John Brookes (whose designs have in the past won how anybody who has not three gold medals for growing vegetables in the Chelsea gardens) has designed a before-to-day resist once to garden to help promote the have had a word with Peter Seabrook's "Tent" West. Seabrook had a look at the garden design course. He has 10 feet by 12 feet plot of very cleverly decided that just produce.

On this really very small plot is not enough to take the idea reproduced at the show with a stage further and sets out to cheating at all. He shows he prove that even in a small space, two pickings of vegetables (a vegetable garden can be as, say, a week for a family of four can be produced. All of Gardens To-day by Robin Lane year round—on to put it another way, how 50 lb of produce a year can be harvested. He says it on takes an hour's work a week at no tools other than a spade, saw, wood for digging and sun string.

Even if you have not a plot, Peter Seabrook makes let you be disheartened if you use fertilised, peat-filled bags (he had to do at the show, though the plot shown in the illustrated series is based on real earth you can grow everything (except the brassica sprouts) very successfully.

Leafy things, he insists, flourish wonderfully on fertile peat-filled bags—and he has rows of glorious-looking lettuce, spinach and celery to prove his point.

Obviously, growing vegetables in these bags is more expensive than growing from seed (as he did for the programme). But even so, you save money in the end (three crops of lettuce, the pickings of spinach, can be grown from one bag). And you can pick the bags and then take you approach vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-

fact, John Brookes (whose designs have in the past won how anybody who has not three gold medals for growing vegetables in the Chelsea gardens) has designed a before-to-day resist once to garden to help promote the have had a word with Peter Seabrook's "Tent" West. Seabrook had a look at the garden design course. He has 10 feet by 12 feet plot of very cleverly decided that just produce.

On this really very small plot is not enough to take the idea reproduced at the show with a stage further and sets out to cheating at all. He shows he prove that even in a small space, two pickings of vegetables (a vegetable garden can be as, say, a week for a family of four can be produced. All of Gardens To-day by Robin Lane year round—on to put it another way, how 50 lb of produce a year can be harvested. He says it on takes an hour's work a week at no tools other than a spade, saw, wood for digging and sun string.

Even if you have not a plot, Peter Seabrook makes let you be disheartened if you use fertilised, peat-filled bags (he had to do at the show, though the plot shown in the illustrated series is based on real earth you can grow everything (except the brassica sprouts) very successfully.

Leafy things, he insists, flourish wonderfully on fertile peat-filled bags—and he has rows of glorious-looking lettuce, spinach and celery to prove his point.

Obviously, growing vegetables in these bags is more expensive than growing from seed (as he did for the programme). But even so, you save money in the end (three crops of lettuce, the pickings of spinach, can be grown from one bag). And you can pick the bags and then take you approach vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-

fact, John Brookes (whose designs have in the past won how anybody who has not three gold medals for growing vegetables in the Chelsea gardens) has designed a before-to-day resist once to garden to help promote the have had a word with Peter Seabrook's "Tent" West. Seabrook had a look at the garden design course. He has 10 feet by 12 feet plot of very cleverly decided that just produce.

On this really very small plot is not enough to take the idea reproduced at the show with a stage further and sets out to cheating at all. He shows he prove that even in a small space, two pickings of vegetables (a vegetable garden can be as, say, a week for a family of four can be produced. All of Gardens To-day by Robin Lane year round—on to put it another way, how 50 lb of produce a year can be harvested. He says it on takes an hour's work a week at no tools other than a spade, saw, wood for digging and sun string.

Even if you have not a plot, Peter Seabrook makes let you be disheartened if you use fertilised, peat-filled bags (he had to do at the show, though the plot shown in the illustrated series is based on real earth you can grow everything (except the brassica sprouts) very successfully.

Leafy things, he insists, flourish wonderfully on fertile peat-filled bags—and he has rows of glorious-looking lettuce, spinach and celery to prove his point.

Obviously, growing vegetables in these bags is more expensive than growing from seed (as he did for the programme). But even so, you save money in the end (three crops of lettuce, the pickings of spinach, can be grown from one bag). And you can pick the bags and then take you approach vegetables in a less garden with you, clearly there.

There were two particularly interesting exercises on the sub-

Florence

Maggio musicale

by William Weaver

The parlous situation of Italy's opera houses has already been reported in the international press. In Florence, the entire season was cancelled in other cities. The number of performances has been cut, and the theatres that have, somehow, managed to put on operas have done so against every kind of difficulty. So there was a miraculous, heroic quality about the opening of Florence's thirty-sixth Maggio musicale festival last week. Massimo Boglietti, who has been the Teatro Comunale's artistic director (though, for some reason, his title is "consultant"), only for a few months, was obliged to cobble up a programme virtually at the last minute. If the events scheduled for the next six weeks are not on a level with the memorable achievements of past Maggios, they remain attractive, interesting, and—surprisingly—coherently arranged.

But we may not be allowed to see them all. Three days before the Maggio's opening, the management of the Comunale and the leaders of the various performing arts unions held a Press conference, to underline once more the impossible state of things at the theatre. Salaries have not been paid; promises have not been kept; the future is uncertain. The conductor Riccardo Muti—for some years closely associated with the Comunale—joined the orchestra and chorus that evening in a free "protest" concert (the Beethoven Seventh, Verdi's *Stabat Mater*, and the refugees' chorus from *Macbeth*); the cramped theatre was the scene of "indescribable enthusiasm". The Florence paper reported the event in glowing, hope-echoing terms, and the protest—reached Rome.

Muti was again on the podium to conduct the festival's first production: *Macbeth*. Though rehearsals had obviously been hampered by the Comunale's administrative problems, Muti's reading was precise, thoughtful, and thrilling. The Florence orchestra, under his guidance, is always at its best; and for this dramatic occasion they were superb. The chorus, too, was both subtle and rousing; Muti's speed gave the witches a little trouble at the beginning, but the great lines came off splendidly, movingly.

The conductor's sensitive way with solo singers enabled a less than ideal cast to shine. Mario Petri, who sang *Macbeth*, has been around a long while. In the years just after the war he was valued bass (he can be heard on major recordings from the '50s, and at that time Karajan chose him to sing "Don Giovanni" memorably in Rome). Now he has become a baritone. The voice is inevitably thinner, but Petri uses it skillfully. He may have abused his mezzo-voice a bit, but in this part Verdi often threw up the words "problem" and even "failure" as often as those of admiration for the opera's form, frame and effect. So if the immense enthusiasm I felt during and after Monday's revival, grandly performed and placed, and the main point fully staged, helps to kindle or refuel the same elsewhere, the house was only tolerably well-filled to honour the 70 year old composer, I shall be happy indeed.

That 15 years on, *King Priam* has still the feel of an exciting experiment, a fresh investigation, a problem being solved opera, with stones newly added with the edges as well as excitement showing, will deter only those people who, rather than relishing the struggle of novel concepts being shaped and achieved, want art-works "varnished, veneered, turned, all the screws buried, the luxury of the occasion demonstrated." Jonathan Miller's unfortunately all-too-accurate description of the average opera-goer. In any case, time, and the experience of later Tippetts, clear the air and re-define the problem—no longer the composer's shocking replacement of *The Midsummer Marriage*'s organic lyricism with materials of gunmetal, brass and cold granite, newly mined, angularly cut, aggressively bolted and flung together.

A question-mark seems to me to hang principally over the complete matching of means to mould. To make a "mosaic" opera, with stones newly added with the edges as well as excitement showing, will deter only those people who, rather than relishing the struggle of novel concepts being shaped and achieved, want art-works "varnished, veneered, turned, all the screws buried, the luxury of the occasion demonstrated." Jonathan Miller's unfortunately all-too-accurate description of the average opera-goer. In any case, time, and the experience of later Tippetts, clear the air and re-define the problem—no longer the composer's shocking replacement of *The Midsummer Marriage*'s organic lyricism with materials of gunmetal, brass and cold granite, newly mined, angularly cut, aggressively bolted and flung together.

St. John's, Smith Square/Radio 3

Early Music Consort

David Munrow and his merry band, the Early Music Consort, gave Monday's BBC lunchtime concert at Smith Square. It was a potted version of their familiar "Music of the Royal Courts of Europe" programme, and very merry too. Munrow, the best broadcaster of his generation, introduced the programme himself, thus depriving Patricia Hughes's fans.

Even a small pot of Munrow's Renaissance pickings makes an excellent radio programme: his pleasing, discreetly humorous introductions; the cleverly chosen variety of songs and instrumental pieces, mostly folk-like but occasionally forlorn or soothing; and the gloss and vitality of the EMC's delicate performances. I listened to the live relay, but wished I had gone to the hall. It's a pity that, in order to see the Consort in action, and observe which instruments are playing—rauschpfeife or dulciana, cornemuse or shawm—and generally inhale the special character of the music, which has made the EMC the leading exponent of early material.

Monday's pieces were all familiar—thanks to the EMC's previous programmes. A madrigal by Verdelot, and an instrumental piece by Galileo's father,



Mario Petri and Gwyneth Jones in 'Macbeth'

murder) Petri could summon the required power. He also acted with regal authority, for her husband alone and which for the whole company. And Enriquez was hampered, too, by Bruno Garofalo's sets. They were not bad-looking, except for the Habitat furniture at the banquet, but the doors were too narrow and made the chorus's entrances and exits awkward. At the end of Act One, though the libretto does not call for the sight of Duca's corpse on stage, Enriquez decided to have it brought in; the supers had to detour through the doorway. Elena Mannini's gaudy costumes were also a drawback: the protagonist seemed to belong to the Macbeth clan, and there was too much glitter altogether. Visual defects, however, could not detract from the strong musical impact of the evening.

According to rumours current some weeks ago, this *Macbeth*

should have indicated more clearly which of Lady Macbeth's words were intended for her husband alone and which for the whole company. And Enriquez was hampered, too, by Bruno Garofalo's sets. They were not bad-looking, except for the Habitat furniture at the banquet, but the doors were too narrow and made the chorus's entrances and exits awkward. At the end of Act One, though the libretto does not call for the sight of Duca's corpse on stage, Enriquez decided to have it brought in; the supers had to detour through the doorway. Elena Mannini's gaudy costumes were also a drawback: the protagonist seemed to belong to the Macbeth clan, and there was too much glitter altogether. Visual defects, however, could not detract from the strong musical impact of the evening.

According to rumours current some weeks ago, this *Macbeth*

was to have been performed in the original 1847 version (written for La Pergola in Florence): an arresting idea, since that score remains unheard in this century. Instead, we were given the more familiar—and admittedly superior—1865 version. But Muti did insert, in the last act, *Macbeth's* death scene "Mal per me," which Verdi suppressed when he rewrote the finale. The brief aria is beautiful—and Petri did it full justice. But its insertion in the 1865 score is a theatrical and musical misjudgment. The action is interrupted, and the swell of the chorus conclusion is broken. All criticisms aside, this *Macbeth* was an exciting occasion, and one's chief emotion at its end was gratitude for the unpaid artists who were, literally, giving us a performance. The bravery of the Comunale should not go unmentioned: it would be a cultural crime to allow the Maggio to die.

Television

A tedious balance

by CHRIS DUNKLEY

By the time you read this I shall be doing my annual dropping-out act in the wildest depths of Snowdonia, with nothing between me and the ravages of nature other than 18 inches of solid granite, mains electricity, half a dozen bottles of Calor gas, rather more of Beaujolais, running water—rusty, brown, but still running—and a garden full of vegetables which I used to think grew only around the Mediterranean. This struggle against the elements will last for three weeks, and as a result I find that the powers-that-be are disenfranchised me.

Because I shall not be sitting at home watching television like a good citizen, the Government has declared that I may not vote in the EEC referendum, and consequently the rapid attention I have been paying (mostly wrapped in gloom) to the intricate deluge of information about Europe will have no practical application whatsoever. Perhaps this should give me a more than usually neutral standpoint from which to consider the evidence—but then I was neutral anyway, having viewed steadily through pro and anti attitudes into a rock solid "don't know" position.

Television is by no means blameless for this muddled mess. For this muddled mess, Europe are now "balanced" with such fanaticism that the result is like a system of perfect handicapping: all the horses arrive at the post in a mass dead heat and it is impossible to pick a winner. For television executives, dealing with politicians known to have their secretaries stop-watching their screen discussions, this may be an effective way of avoiding offering any homes to fortune—but it's a rotten way of making programmes.

During the past few weeks, particularly on *Midweek* which seems to have been bearing the brunt of the BBC's EEC coverage, we have been presented repeatedly with two unimpressive declarations. The anti-Market men (almost invariably men; very few women) announce: "We have been in the EEC for 24 years and we have had rising food prices, rising unemployment, a net flow of capital investment out of Britain and into Europe, and what's more we have poured into the Market's various funds a great deal more money than we have received."

Factually this declaration may seem indisputable, but what the pro-Marketters invariably attack is the implied causal connection: "Food prices and unemployment would have risen anyway," they say. On the payments side, they dispute the figures and add: "Benefits from EEC funds will come with long term, fully committed membership. What is more our national situation, in all respects would be infinitely worse if we left the EEC."

The usual procedure then is for the discussion to become so

embroiled in technicalities—the CAP, the Treaty of Rome, butter mountains, wine lakes, regional funds, industrial development areas—that even the participants become confused. When an MP started talking on Wednesday's *Midweek* about "the gnomes of Brussels..." Robin Day had to intervene to remind him "The gnomes are in Zurich. It is faceless bureaucrats in Brussels." The joke of the week.

The trouble is that television people are now so deeply surrounded by detail that they cannot see the wood for trees. I do not believe I am underestimating the British public (and I am certainly not underestimating myself) if I say that there is still a great need for a series of much more basic and didactic programmes explaining the fundamental ideas of the EEC. Ironically the programme which has done most in this direction, over a fairly long period, is the very one which you would expect the most highly specialised and difficult: *The Money Programme*.

Perhaps things will change while I am blessedly boxless in Wales and the population will finally be enabled to grasp the fundamentals of the choice they are being asked to make (assuming Parliament doesn't renege on the referendum anyway). Granada's European coach tour programmes are coming up, and they may help. But in general what I am happy to say is that in the next three weeks of increasingly lurid programmes looking like a verbal test match played to impenetrable obscure rules; the anti-marketters attempting to yank the opposition with recent history; the pro-marketters trying to stone the future, and the TV chairmen insinuating slow hand clapping from the dwindling spectators by interrupting every delivery and every stroke to read out some esoteric rule which they must up the night before and then announce that it's time the other side had a go.

Two programmes, one after the other, on BBC2 and BBC1 on Tuesday made me think that self-indulgent had suddenly been placed the police force as the touchstone of the corporation's documentaries. Subsequent programmes modified this view, but *The Money Programme* and *What Use is Wildlife?* really were extraordinary.

For the wildlife programme Julian Pettifer abandoned the moles and the drizzle in the garden of his riverside home to fly off to a series of exotic, hot and beautiful locations including Africa, India and Mauritius where Bristol BBC's cameramen shot their usually impressive footage of tigers, terns, elephants and so on. I could watch good colour photography of animals fairly happily all night and if TV producer is suave and interested. Waiter's son, an academic at Manchester week.

drivelling denunciation, started or implied, by the media. But he loves his idea of socialism more and is banging his head against the massive failure of politicians to sustain radical faith and intentions over the past 50 years. Waite's daughter, quietly and beautifully played by Jennifer Pierrey, spells out a chilling recipe for socialist achievement as she refuses to accompany her father to his induction ceremony. Clive Merrison's direction is overblown, somewhat crude in the treatment of the TV producer (David Firth) and the old boy (John Gull). Oliver Cotton is nothing less than explosive as the frustrated academic. Next performances are on Tuesday, Wednesday and Friday of next week.

The Entertainment Guide is on Page 9

drivelling denunciation, started or implied, by the media. But he loves his idea of socialism more and is banging his head against the massive failure of politicians to sustain radical faith and intentions over the past 50 years. Waite's daughter, quietly and beautifully played by Jennifer Pierrey, spells out a chilling recipe for socialist achievement as she refuses to accompany her father to his induction ceremony. Clive Merrison's direction is overblown, somewhat crude in the treatment of the TV producer (David Firth) and the old boy (John Gull). Oliver Cotton is nothing less than explosive as the frustrated academic. Next performances are on Tuesday, Wednesday and Friday of next week.

drivelling denunciation, started or implied, by the media. But he loves his idea of socialism more and is banging his head against the massive failure of politicians to sustain radical faith and intentions over the past 50 years. Waite's daughter, quietly and beautifully played by Jennifer Pierrey, spells out a chilling recipe for socialist achievement as she refuses to accompany her father to his induction ceremony. Clive Merrison's direction is overblown, somewhat crude in the treatment of the TV producer (David Firth) and the old boy (John Gull). Oliver Cotton is nothing less than explosive as the frustrated academic. Next performances are on Tuesday, Wednesday and Friday of next week.

How your company can profit from The Hongkong Bank Group's extensive knowledge of Asian markets

When you do business in Asia, you need careful forethought, a lot of initiative and all the help you can find. Asian markets are full of opportunities, vexations and rewards. If your company is about to establish or build up its business anywhere in Asia, you should consider making use of the far-reaching resources of The Hongkong Bank Group.

The Hongkong Bank Group has assets exceeding £4,000 million and



offices in 38 countries around the world. 200 of these are in Asia alone. Unlike many other international banks, The Hongkong Bank Group originated in Asia — our head office was established in Hong Kong as long ago as 1865. Ever since then, we have been a prime mover behind much of the financing of trade and investment throughout all of Asia and beyond.

How can we help your business make headway in Asia. Whether you are entering the Asian market by acquisition, merger, joint

venture or simply expanding, we can help you with specialist knowledge and market information at every stage. Many businessmen want to know about conditions and opportunities in more than one country in Asia. They do not need to go to each country. The total picture is always available to them from any office of The Hongkong Bank Group. This can include such vital factors as natural resources, GNP, per capita earnings, population trends, capital expenditure programmes, taxes, laws, exchange controls, the ins and outs of imports and exports, and so on.

The money side. With such remarkable assets, The Hongkong Bank Group can facilitate the many kinds of long and short term financial help that you need.



Local and international financing, foreign exchange, export finance, credit facilities, these can all be handled by us.

We can play a valuable intermediary role too, avoiding delays that often occur when dealing with local or correspondent banks outside Asia — delays that could affect costs because of sudden changes in the rate of exchange.



Let us introduce you.

The people from The Hongkong Bank Group in any country can introduce you without delay to contacts that might otherwise take you years to establish. They know the people that you should meet: agents, fellow businessmen, suppliers, people in Government, technology and industry... all valuable, all at the right level. For further information on how you can profit from The Hongkong Bank Group's knowledge, please contact any of our offices throughout the world. The Hongkong Bank Group includes The Hongkong and Shanghai Banking Corporation; Mercantile Bank Ltd.; The British Bank of the Middle East; The Hongkong Bank of California; Hongkong Finance Ltd.; Australia; Wardley Ltd.; Hong Kong; Hang Seng Bank Ltd.; Hong Kong and Wardley Canada Ltd.

THE HONGKONG BANK GROUP

Serving Asia and the world.

EUROPEAN MAIN OFFICE: 9 Gracechurch Street, London, EC3V 6DU, England. Offices in Manchester, Jersey, Frankfurt, Hamburg, Paris and Geneva. Also in Australia, Bahrain, British Solomon Islands, Brunei, Canada, People's Republic of China, Djibouti, India, Indonesia, Japan, Jordan, Lebanon, Macau, Malaysia, Mauritius, Morocco, New Hebrides, Oman, Philippines, Qatar, Saudi Arabia, Singapore, South Korea, Sri Lanka, Thailand, Tunisia, United Arab Emirates, United States, and Yemen Arab Republic. GROUP HEAD OFFICE: 1 Queen's Road Central, Hong Kong.

Wushu

by CLEMENT CRISP

Popular in the West through the films of Bruce Lee and such deathless TV fodder as "Kung Fu," popular in the new China through official encouragement of physical fitness, the Martial Arts are no strangers to our eyes. The dizzying thrust of legs and arms; the feints, lunges and electric response to attack; all these are the commonplaces of a system of physical preparedness that is an ancient tradition in China.

The Wushu troupe which opened at the Coliseum on Monday is here to show us something of the range and dexterity of an art more abused than understood in the West. A yellow floor-cloth, stage bare to a white scrim at the back, cohorts of performers in

aniline-sharp colours, are the ingredients, with a fine assortment of swords, flails, spears, daggers and cudgels to be wielded and avoided. To a less-than-absolutely expert eye, a good deal of the activity is rather the same, and some 50 separate numbers during the two-hour show proves over-generous a dose of futility, and battling. To sustain one's interest, though, there is a sheer virtuosity of execution which argues an extraordinary dedication and skill in performance. The wind whistling through a whirling spear or a fine-link whip as the exponent leaps and turns; a tiny boy, knee-high to the grasshopper, exercising with a

trident larger than he is; young girls sweetly smiling as they beat off attacks, and mock fights in which the patter of blows dealt and fended have at type-writer speed, are part of the fun. Most beautiful, and most mysterious, a brief number called "Tang lang chuan" in which the attitudes of fighting are combined with an imagery taken from the praying mantis — a brief choreographic gem superlatively done by Mr. Yu Tien-tang. Intermittent accompaniment of popular Chinese music, sounding oddly like the sadder of Moor's Irish melodies, is part of the entertainment; but all in all, an evening for the aficionados.

Popular in the West through the films of Bruce Lee and such deathless TV fodder as "Kung Fu," popular in the new China through official encouragement of physical fitness, the Martial Arts are no strangers to our eyes. The dizzying thrust of legs and arms; the feints, lunges and electric response to attack; all these are the commonplaces of a system of physical preparedness that is an ancient tradition in China.

The Wushu troupe which opened at the Coliseum on Monday is here to show us something of the range and dexterity of an art more abused than understood in the West. A yellow floor-cloth, stage bare to a white scrim at the back, cohorts of performers in

OVERSEAS NEWS

Saigon cash crisis adds to law and order problem

SAIGON, May 20.

A CASH crisis has hit Saigon and, according to some foreign businessmen, the city's Military Management Committee has already advanced large loans to some local businesses to enable them to function.

None of the foreign-owned businesses has received aid, however, and with the continued closure of the banks, finding the cash to pay employees has become a problem.

People can be seen gathering at impromptu footpath markets to sell their possessions—especially radios—to raise a few piastres.

Most hard by the present pinch are former soldiers of the defunct army of the Republic of Vietnam (ARVN). Jobless, they wander the city, sometimes turning to crime.

Soldiers who have no jobs once received 8,000 to 10,000 piastres a month and had many opportunities for corrupt activities to boost their incomes.

Today, they constitute potential trouble for law and order. Liberation Army soldiers present a different law and order problem, and after some days of looting, they have begun to assert their control.

Loosepayers at the central market announced that Liberation Army soldiers were now forbidden to buy radios, watches or gold in the market area. Police

patrols were stepped up to enforce the orders.

Some soldiers had been seen selling what was thought might have been army petrol to civilians in order to have money to buy goods, and merchants were ordered not to sell to them.

Even with its multiple other problems, it was expected here that the Government would immediately tackle its economic difficulties.

Law-and-order moves include an absolute ban on firing explosives or setting off firecrackers. Some could still be heard for a while afterwards, but much less than in the previous week.

Foreign correspondents here were still hampered by lack of serious contact with the Management Committee, eager to please in solving administrative problems but "absent" when pressed for news or confirmation of reports.

Most foreign correspondents have now been granted exit visas. The exceptions are Americans, who were told that their requests were still being considered.

Meanwhile, the railway line between the northern cities of Hue and Da Nang in South Vietnam has been repaired fully, according to Radio Saigon monitored in Singapore.

Reuters

Cambodian gunboat 'defects' to Thailand

BANGKOK, May 20.

A CAMBODIAN gunboat involved in last week's capture of the U.S. cargo ship Mayaguez was said to have defected to Thailand after throwing overboard a Khmer Rouge soldier.

The Thai Navy confirmed that a patrol craft of the Cambodian Navy sailed into Sattahip on May 15 with its 10-man crew on its hands with the new three days after the Cambodian seizure of the Mayaguez and the same day on which U.S. marines moved in to rescue the ship from Koh Tang island.

A Thai Navy spokesman said the crew were disarmed and held in detention. He declined to say more. But informed sources said the crewmen had told Thai authorities their vessel—a 170-foot craft with a 75 mm gun mounted forward—had taken part in the seizure of the Mayaguez and other vessels.

The crew said their ship had been filled with Khmer Rouge soldiers when they set out from port, but the soldiers gradually left the boat as boarding parties until only one was left. Then, said the sources, the Cambodian sailors threw the Khmer Rouge trooper overboard and sailed for Sattahip.

The gunboat's arrival was a major headache for the Thai Government, already embarrassed by the affair of warplanes flown here by escaping South Vietnamese pilots after the fall of Saigon and demanded back by the new Government there. The sources said Thai authorities

ordered the Navy to paint out the Cambodian vessel's markings and tow it off to a remote corner of the Sattahip navy yard.

Official spokesmen in Bangkok declined to discuss what the response would be to a return of the gunboat. Already the Bangkok Government has a dispute with its hands with the new Saigon regime, which has said Thailand's refusal to hand over the defecting warplanes is holding up the establishment of diplomatic relations.

A battalion of Pathet Lao troops was reported to have entered the southern town of Savannakhet, where a dozen Americans are being held under house arrest by student demonstrators, Pathet Lao sources said in Vientiane.

They said the soldiers entered the town yesterday to maintain security in collaboration with the Vietnamese side, and were welcomed by the local population. Savannakhet, 180 miles south of Vientiane, was formerly controlled by the Rightist side, but has now become neutral territory like Vientiane and the royal capital of Luang Prabang.

Informed sources said a delegation from the coalition Government is due to fly to Savannakhet tomorrow after several delays—to try to arrange the release of the Americans, held in their homes since anti-American demonstrations last Wednesday.

Vorster angry at report of summit meeting 'bid'

CAPE TOWN, May 20.

PRIME Minister John Vorster said today a report that South Africa sought to arrange an African summit conference was "calculated to sow suspicion and disturb relations." But he did not specifically deny the report, saying, "We regard it as beneath our dignity to make any comment or to point out the obvious inaccuracies which abound in the report."

The Prime Minister issued a statement reacting to the story in the Times of London. This quoted letters exchanged between Mr. Vorster, chief of South African delegation to the United Nations, and Mr. Stephen Toibert, late Finance Minister of Liberia and brother of President William Toibert.

President Toibert was reported to have said he would do whatever he could to arrange meetings between Mr. Vorster and President Kenyatta of Kenya, President Mobutu of Zaire and General Gowon of Nigeria as a prelude to a summit with them and President Toibert.

Mr. Vorster's statement said: "To us it is strange and unethical that so-called confidential information said to have been given by the deceased Minister of Finance of Liberia to a newspaperman should be published after his death when he could not react, and in such a way that can only be calculated to sow suspicion and disturb relations between South Africa, Rhodesia and other countries which are engaged in a serious effort to find a peaceful solution for delicate problems."

Mr. Stephen Toibert died in an air crash last month. A five-member delegation from the African National Council (ANC) is expected to hold talks this week with Rhodesian Prime Minister Ian Smith, after a two-month break, the ANC Vice-President, Dr. Elliot Gabellah, said today.

Reuters

Egyptian shares on sale

CAIRO, May 20.

A PRESIDENTIAL decree, announced today, providing for the increase in capital of public sector companies through the issue of new shares, will allow Egyptians to become share-holders of these companies for the first time in 14 years.

Priorities will be given those working in the companies, and if they fall within a month to cover all shares, the rest will be made available to other Egyptians.

The public sector was created following the 1961 Socialist laws by the late President Nasser where all banks, insurance companies and almost all big factories and companies were nationalised.

two-year-old open-door policy by President Sadat to liberalise the country's economy.

Fears of seizure, expropriation and nationalisation—all common under Nasser—has led many Egyptians to hoard their savings at home.

Reuters

JAPAN-CHRYSLER AUSTRALIA LINK

TOKYO, May 20.

TOYOTA MOTOR Company Limited and Nissan Motor Company Limited said they reached broad agreement with the Australian Government on the use of id facilities for a joint engine production venture.

But Toyota said many difficult problems remain to be resolved before going ahead with the project, which would also involve participation of the Australian Government and Chrysler Australia.

Reuters

CHINA AND EUROPE

A honeymoon to come

BY COLINA MacDOUGALL

THE MAYAGUEZ affair has caused the Chinese to take a much tougher line with the U.S., but it is still unlikely, despite harsh words from Peking about U.S. "piracy," that they want anything but reasonable relations with Washington. Forced to choose between voicing support for a new Communist Government whose protector it would love to be, and a discreet silence, Peking had to be seen to be taking a hard line. But while Sino-U.S. relations may cool somewhat, and Europe, after Vice-Premier Teng Hsiao-ping's successful visit to France, may be more assiduously cultivated, fundamental changes seem unlikely.

One reason is that it would probably be counterproductive at this time to push Washington on the question of Taiwan. U.S. sensitivity to being labelled weak or unreliable will probably prevent any movement in the near future on the question of transfer of full diplomatic recognition from Taipei to Peking. Furthermore, U.S. readiness to use force in the case of the Mayaguez should discourage, as Secretary of Defence James Schlesinger has made clear in relation to North Korea's designs on the South, any underestimation of Washington's will to act in a military situation. To recover Taiwan, a key aim of Chinese policy, this continues to require U.S. co-operation.

Vice-Premier Teng Hsiao-ping's visit to France last week in fact came at a very convenient time since it enabled the Chinese to continue to spell out how and clear their belief in a united Europe and their fear of that other superpower in Moscow. Since the corollary of these two Chinese policies is the rapprochement with the U.S., it is still, presumably, as important as ever in Chinese eyes. Teng in fact underlined this when he was asked about the Chinese reaction

of Tunisia, a respectfully Third World but not markedly revolutionary country, while Chi Teng-kuei did the same for the Belgian Premier, Mr. Leo Tindemans, and his party.

The implication seems to be that the important element in Chinese foreign policy of friendship with non-revolutionary Governments both among the industrialised countries and the

building up its European policy since the early 1970s. In the 1960s, although the Sino-Soviet dispute was at its most virulent ideologically, Chinese overtures were more towards Africa and the Middle East, and the stress was on support for revolutionary movements. European countries did not at that point seem to have much to offer Peking beyond trade, and a Peking beyond trade, and the united Europe did not figure in

Since then a stream of European leaders has visited Peking, and several more, including Chancellor Helmut Schmidt and President Giscard d'Estaing, are due to go. Most important, perhaps, the Chinese have begun to shed their insularity and a senior leader, Vice Premier Teng, has now reciprocated the late President Pompidou's 1973 trip to Peking.

Teng's visit appears to have been a success. While the French made it clear that they do not go along with the Chinese view that the main role of the EEC is to stand up against the Soviet Union, it was arranged that regular informal discussions on foreign policy should be held in future. When Britain will reach this level of exchange with Peking is far from clear, the Chinese are marking time at any rate until the referendum is over.

Now that Europe has shed most of its colonial ties, there are very few areas of conflict . . . the Chinese have begun to shed their insularity

Third World is agreed upon not only by Premier Chou En-lai and the Foreign Ministry, but by the leadership as a whole. Even Chiang Ching-kuo, his independent Mao, spent a great deal of time last autumn with the visiting Mrs. Ismelda Marcos, wife of the Philippine President. While this kind of evidence is certainly not conclusive—especially as Yao Wen-yuan, the most vociferous radical still appears to confine his foreign contacts to representatives of other Communist Parties, it is some indication that continuity of policy can be expected. This is important since good relations particularly with the U.S. but also with Europe seem at times to have been highly controversial. The recent dispute against foreigners during the anti-Confucius campaign last year showed that.

Peking has been steadily

Chinese thinking. Only France made much impact on Peking at that time: when General de Gaulle recognised Peking in the middle 1960s, his independent nuclear policy and wariness of the U.S. struck a particular chord. After the Cultural Revolution and the demise in 1971 of Mao's designated heir, Lin Biao, Mao and Chou En-lai as the sole architects of Chinese policy came up with a much more constructive view of how good relations with other countries could further Chinese interests. This included not just a reappraisal of the U.S., but also of the medium-sized industrialised countries of the EEC. Once the Chinese realised the economic and political potential of the Community, they saw it as a future buffer against the Soviet Union and this became a cornerstone of their foreign policy.

"Good morning. I'd like to ask you a few questions about your car."

Did the manufacturer give you a 12 month unlimited mileage guarantee that included all parts and labour?

YES ☐ NO ☐

Has it got a dual circuit braking system which gives you 80% braking even if one circuit fails?

YES ☐ NO ☐

Could it save your life in a 50 mph front or rear collision?

YES ☐ NO ☐

Is it easy to get in and out of those tight parking spaces?

YES ☐ NO ☐

Do the doors close with a solid clunk?

YES ☐ NO ☐

Does the boot have a 21.6 cubic foot capacity that's deep enough to take suitcases handles up?

YES ☐ NO ☐

Is it a reliable starter on cold mornings?

YES ☐ NO ☐

Has it got high intensity halogen headlights?

YES ☐ NO ☐

Is it quiet and smooth at speed?

YES ☐ NO ☐

Do you and your family find it comfortable, even after a 200 mile journey?

YES ☐ NO ☐

Are there as many as 12 ventilating and heating outlets to give you exactly the climate you want?

YES ☐ NO ☐

Is the bodywork in good condition after the winter?

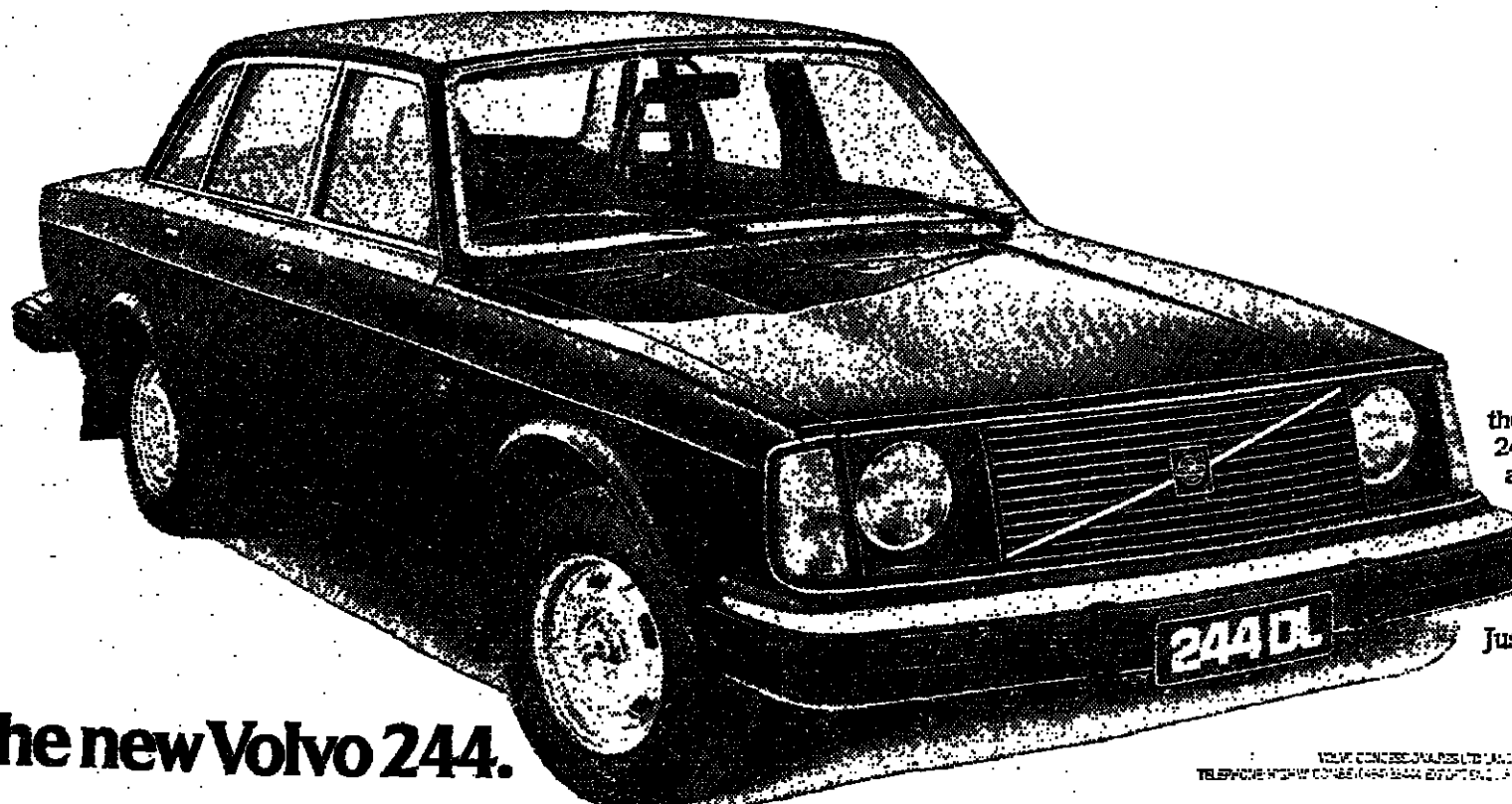
YES ☐ NO ☐

Does it give you the economy of running happily on 2 star (93 octane) petrol?

YES ☐ NO ☐

Has it got a lumbar support to help prevent back ache?

YES ☐ NO ☐



The new Volvo 244.

If your car can't pass all these tests, remember the new Volvo 244. In this advertisement we are able to touch on only a few of the features of this remarkable car. We have produced a special information kit called 'The Volvo Facts', which gives the whole story. Just write to us or telephone us and we'll put a free copy in the post.

VOLVO

AFM still facing dilemma in relations with parties

BY JANE BERGEROL

LISBON, May 20.

THE ARMED Forces Movement (AFM) General Assembly has failed to get to grips with the problems besetting Portugal's military rulers. Presumably the main point of yesterday's assembly meeting was relations between the military and the political parties, who have an increasing appetite for power. But another assembly meeting, the presumably to deal with this vital matter, is to be called within a week.

Yesterday's apparent stalemate is being seen as something of a victory for the "soft" option-officers who oppose the squeezing out of the political parties from the Armed Forces' people alliance.

The assembly analysed what it calls "the counter-revolutionary risk" of elections. This follows a recent Communist Party analysis coming out against both municipal council and general legislative elections until the entire country is "free to make up its mind" without pressure of the kind it claims was present in a weekend.

Yesterday's apparent stalemate is being seen as something of a victory for the "soft" option-officers who oppose the squeezing out of the political parties from the Armed Forces' people alliance.

German aid pledge

By Jonathan Carr

BONN, May 20.

WEST GERMANY has assured Schmidt and Foreign Minister Hans-Dietrich Genscher. Besides the DM70m. in credit already promised, Herr Genscher told his Portuguese guest that Bonn will use its influence with the EEC on behalf of a better trade deal between Lisbon and the Community. It is hoped that this may be arranged through a special conference between the visit here of the Portuguese Foreign Minister, Senhor Ernesto Augusto Melo Antunes, who had soon publish a position paper setting out its requirements.

U.S. company 'seized'

NEW YORK, May 20

OTIS Elevator Company said its Portuguese subsidiary, Otis Elevadores, was seized by the workers' committee with the "tacit consent" of the Portuguese Government.

Otis said in a statement the workers' committee over the last weeks asserted more and more control over the management, seized the premises, barred the managing director from his office and duties and coerced the 300 employees to refuse to carry out ordinary management instructions.

Otis said the seizure is tantamount to expropriation and it cannot be responsible for the business in Portugal of Otis Elevadores and that it would hold the Government responsible for any losses.

Reuters

Widespread fears as Baader-Meinhof trial opens

BY JONATHAN CARR

BONN, May 20.

THE BAADER-MEINHOF trial of alleged terrorists begins tomorrow under conditions of the utmost security and amid widespread fears that the start might be the signal for new anarchist action somewhere in West Germany.

The lengthy preparations for the trial and the book of charges amounting to more than 350 pages are spectacular in themselves. But there are also political and social overtones which go well beyond those accompanying even major criminal proceedings.

Facing a court in Stammheim, a suburb of Stuttgart, are the pair which gave the group its name—Herr Andreas Baader, aged 32, and Frau Ulrike Meinhof, aged 40—along with two other alleged

ring-leaders, Fran Gudrun Ensslin and Herr Jan-Carl Raspe.

The four, all arrested in June 1972, are accused among other things of involvement in five murders, of a series of attempted murders as well as of a series of bomb attacks, bank robberies and acts of arson.

Their apparent aim as revealed in their comments and writings has been the overthrow of what they see as the fundamentally corrupt system in the Federal Republic through urban guerrilla warfare. They also see West German justice as corrupt. Thus it is not clear to what extent they will agree to answer questions or volunteer information during their trial,

which it is thought could last for more than a year.

The trial is taking place in a fortress-like building of which it is said that even a bird would find it difficult to approach without special authorization. There seems to be something in this. Stuttgart-Stammheim has been made secure even against bomb attack from the air—at a cost of about DM12m.

All those entering undergo the most stringent search. And the accused will face the court from behind screens of bullet-proof glass.

Few people imagine that even the most determined terrorist band could make any impact if it sought to force entry. But there is considerable nervousness that suspected terrorists in one of the

BL to keep sales presence in Spain

BY ROGER MATTHEWS

MADRID, May 20.

BRITISH LEYLAND plans to maintain a presence in Spain despite the fact that its manufacturing facilities in the country have now ceased production. Although Leyland is willing to sell its Spanish assets, it is not prepared to sell the company itself. This was stated here today by Mr. Albert Lawrence, who is in charge of Leyland's European operations.

Leyland, via its 98.5 per cent owned subsidiary Authi, produced its last locally built car on May 15. Negotiations are still going on in an attempt to sell the three Authi plants in Spain, although some form of government incentive is clearly going to be needed before any deal can be signed.

Originally Leyland agreed to supply of spares "at competitive prices".

General Motors for £27.5m. but the American multi-national and sold Leyland would continue to the Government failed to agree, the conditions for the purchase. A plan for a five-man company to buy Mr. Lawrence.

Authi was then noted although this was quickly reduced to three companies and has now finally resolved itself to one. Authi ment but has warned that this subsequently suspended payments and began to run down its operations.

Although the future of the plant, which the Government and Fiat have 37 per cent stakes, is understood to be willing to purchase two of the three Authi plants, Leyland, however, wishes to come to a global and not a partial agreement because, it was stated today, its prime consideration has to be the future of its 4,500 workforces.

Shah hopeful of restart to oil talks

BY GILES MERRITT

PARIS, May 20.

IN A MOVE to re-start the oil producer-consumer talks that ended in deadlock here in April, the Shah of Iran said in Paris today that he expected the conference to resume before September.

Speaking as he left the Elysée Palace after a lengthy private luncheon with President Giscard d'Estaing, the Shah commented: "I hope such a conference can take place before the end of the summer. Of course, he added, some preliminary consultations will have to take place as soon as possible."

The Shah went on to say that he believed progress had already been made at a number of private consultations following the failure of the 10-member preparatory conference in mid-April. He stated: "The producer-consumer conference can be held before September if everything goes well."

Although the Shah's brief visit to France—at the end of a tour of the OECD Ministerial Council,

Demirel speech angers Greeks

By Our Own Correspondent

ATHENS, May 20.

THE GREEK Government has sought explanations from Ankara of an interview in which Premier Suleyman Demirel was quoted as saying that Greece has no choice but to accept the de facto situation in Cyprus and there could be no political negotiations.

An official announcement said the Greek ambassador in Ankara made a demarche to Turkish Foreign Minister Tansu Sabri Caglayangil.

Although the announcement did not elaborate further, sources close to the Government said Mr. Caglayangil had accepted the publication of the interview, given to a French newspaper three weeks ago, was ill-timed and stressed to the Greek ambassador that it did not clearly convey Mr. Demirel's thoughts.

Political group wants U.S. President to cancel visit

BY OUR OWN CORRESPONDENT

MADRID, May 20.

SPAIN'S LARGEST illegal political group today delivered a letter to the American Embassy, calling for the postponement of President Ford's visit to Madrid at the end of this month.

The letter, which the Embassy confirmed had been brought to the attention of the Ambassador, said the visit could affect future relations between the two countries, which had been scheduled to take place on the fringes of the Nato summit in Brussels next week, was indeed feasible.

The Greek Press today strongly condemned Mr. Demirel's statements, describing them as highly provocative. Commenting on the three days of talks in Rome between the Greek and Turkish Foreign Ministers, which ended yesterday, the Greek Press stressed that no substantial decisions were reached.

The consensus of opinion was that Turkey showed no real desire for negotiations.

The Cyprus issue and Greece's desire to develop association into full membership of the EEC will be among subjects to be discussed between Mr. Demetrios Biliades, the Greek Foreign Minister, and Mr. Roy Hattersley, Minister of State in the British Foreign Office, who arrived here today.

Our Nicosia correspondent writes: President Makarios said today that any final decision by the U.S. Congress to resume military aid to Turkey would render Ankara's stand on the Cyprus issue "more irrational, blackmailing and unyielding."

The Archbishop, who was commenting on the Senate's narrow vote yesterday to lift the arms embargo against Turkey, said he did not share the view that resumption of military aid would help soften Turkey's "intransigence."

The visit also coincided with the moment of greatest political repression for many years.



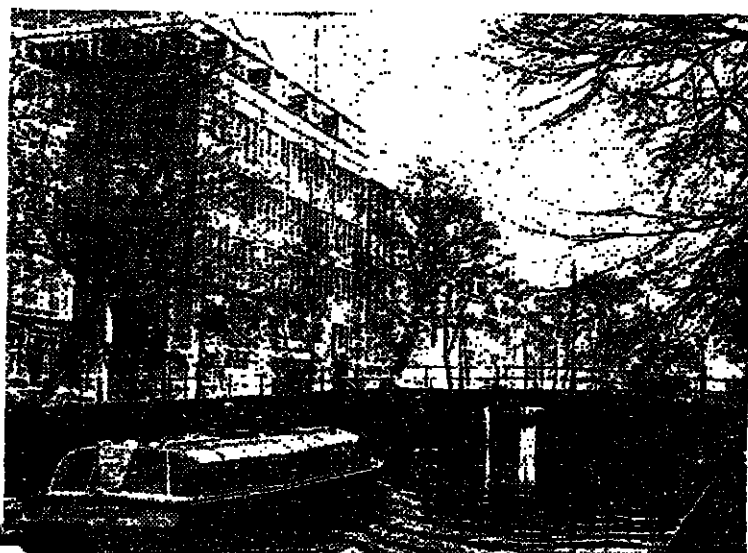
"When you're a world-wide company like us, there are dozens of banks that claim to be able to advise you.

"And AMRO Bank is just one of them.

"Why do we go there?

"Because they're both a commercial bank and a merchant bank. Because their advice and knowledge have been invaluable in setting up in Europe. And, frankly, because the involvement and expertise of their team of specialists impressed even us.

"No bank will ever be the one and only for a company our size. But AMRO Bank probably comes closer than most."



amro bank

amsterdam-rotterdam bank nv

There are as many good reasons for using AMRO Bank as there are business problems.

BREZHNEV 'ILL AGAIN' REPORT

MOSCOW, May 20.

LEONID I. BREZHNEV, General Secretary of the Communist Party, is again undergoing medical treatment, Western diplomatic sources said today. But they said that there is no serious concern this time about Mr. Brezhnev's health.

Mr. Brezhnev, who is 68, reappeared in mid-February after an absence of more than seven weeks which a Soviet spokesman later attributed to a "cold-type illness."

Diplomatic sources said that they have been told by Soviet contacts that Mr. Brezhnev will be undergoing treatment "for the removal of discomfort." The nature of the illness was not given, but diplomats speculated it may be dental work.

UPI

BRITISH TEAM IN MOSCOW TALKS

MOSCOW, May 20.

A BRITISH delegation to Moscow led by Trade Minister Peter Shore met Soviet officials headed by Deputy Premier Vladimir Kirilina today for talks aimed at expanding economic ties between the two countries.

British officials said that the delegation was hoping to examine prospects for putting into operation Mr. Wilson's February offer of credits worth up to £1bn. The delegation plans to stay in Moscow until the end of the week.

Reuters

Capital Transfer Tax: FREE GUIDE

Written using the final bill, the Editors of The European Tax Report have produced a special Report on CAPITAL TRANSFER TAX. This valuable guide to a complicated and difficult tax contains clear explanations of each section of the bill, and an 'action guide' on what you or your clients should do now.

You may have this Report entirely FREE if you take a trial subscription to The European Tax Report. And you'll find this subscription to be equally valuable in identifying and analysing those opportunities that will result in tax minimisation for a company or individual.

Each issue of the biweekly European Tax Report contains:

- up-to-the-minute changes in tax data and regulations from around the world
- highlighting of new international tax opportunities direct from experienced on-the-spot tax professionals
- analysis, in brief, of U.S. tax changes affecting the European businessman
- continuous review of incentives and tax holidays
- recommendations on actions you should be taking now to guard yourself against proposed new taxes.

Subscribe now to ETR for 3 months (6 issues) for only \$5 and receive a FREE report on CAPITAL TRANSFER TAX.

Or subscribe now for 6 months and receive extra bonus 'At-a-Glance' reports: WORLD CORPORATE TAX RATES and WORLD PERSONAL TAX RATES.

SEND NO MONEY NOW: POST THIS COUPON TODAY!

The European Tax Report, 150 Regent Street, London W.1.

Enroll me for the subscription checked, and send my free Report(s)

☐ 3 months TRIAL ☐ 6 months + 2 bonus Reports

Name: _____

Firm: _____

Address: _____

Kissinger and Gromyko to meet again soon

BY PAUL LENDVAY

VIENNA, May 20.

U.S. SECRETARY of State Henry Kissinger and Soviet Foreign Minister Andrei Gromyko said in a communiqué issued jointly to-night after their two-day Vienna talks that they were "unanimous in emphasising their determination to continue to adhere firmly to the course of further improving and developing U.S.-Soviet relations in the interests of the people of both countries and of strengthening peace."

Outstanding issues

Dr. Kissinger told the Press on leaving the Soviet Embassy that he and Mr. Gromyko would meet again soon to review outstanding issues, especially on the Middle East and the Strategic Arms Limitation Talks (SALT).

Mr. Gromyko agreed that the talks were useful and necessary. He added: "We discussed some problems, all of them important."

Dr. Kissinger revealed at the airport that the meeting would take place after the Ford-Sadat meeting scheduled to be held in Salzburg on June 1 and 2 but before the next session of the Geneva conference on the Middle East. It is understood that the Gromyko-Kissinger meeting will be held in the first half of July but it is not yet known where. The communiqué did not refer to a forthcoming meeting.

The communiqué said that an exchange of views took place on bilateral relations, including questions connected with the further limitation of strategic offensive arms. It added that the progress of the Conference on Security and Co-operation in

Europe and its speedy conclusion, the situation with regard to a just and lasting peace settlement in the Middle East, including the question of resuming the Geneva peace conference and other matters, were also discussed.

Both the communiqué and the statements made by the two Ministers at their farewell in front of the Soviet Embassy stressed that the talks, held in a "constructive spirit," were useful.

Kissinger and Mr. Gromyko had 11 hours of talks yesterday and to-day. Though as expected no breakthrough was achieved regarding missile verification, particularly about the Soviet SS-18 missile which has been tested both with one and several warheads, some progress appears to have been made enabling a resumption of SALT in Geneva, probably next month.

Apparent agreement

The U.S. appears to agree to a relatively early conclusion of the Soviet-sponsored European Security Conference, provided the Soviets show what Dr. Kissinger privately called a "co-operative attitude" with regard to the Middle East.

Speaking at the airport, Dr. Kissinger once again stressed: "On the whole I am satisfied with the visit here and I leave with the conviction that relations between the U.S. and the Soviet Union are essential for the preservation of peace and for the progress of mankind, and that we will do our utmost to keep them on course."

Soviet 'interests' off Norway

BY FAY GJESTER

OSLO, May 20.

RUSSIA'S naval build-up in the North, and its "vital interest" in retaining the right of free passage between Norway and Spitzbergen, will affect Norway's resources policy in its northern waters, Norwegian Prime Minister Trygve Bratteli said here today.

Extensive economic activities in these areas could be regarded by Russia as a threat to its strategic interests, he told an audience at the Defence College in Oslo. Because of this, the Government believed that future exploitation of resources in these waters, and Spitzbergen, must "be under Norwegian sovereignty" with Norway responsible for regulation, inspection and surveillance of oil drilling, fisheries and other economic activities.

European 'rehearsal' for key series of meetings

BY MALCOLM RUTHERFORD

FOREIGN MINISTERS of the members of Western European Union (WEU) met in London yesterday for what amounted to a small scale rehearsal for the series of Ministerial meetings of key Western organisations which will take place over the next few days.

The Nato Defence Ministers are due to meet in Brussels on Thursday and Friday. Next Tuesday the Foreign Ministers of the members of the International Energy Agency will meet in Paris. On Wednesday, most of the same Ministers will be attending the Ministerial session of the OECD, also in Paris. The venue then switches to Brussels for the Nato Ministerial Council which is taking place at summit level next Thursday and Friday.

Mr. James Callaghan, the British Foreign Secretary, who chaired the WEU meeting, said afterwards that Ministers had had preliminary talks about some of the subjects which will be on the agenda of the other organisation.

These include the progress of the European Security Conference (CSC) in Geneva which the Russians would like to culminate in a summit conference in Helsinki early in July. Mr. Callaghan said that Ministers agreed that they were willing to hold this meeting as soon as their basic conditions had been met.

It is understood that the Soviet negotiating team in Geneva has recently indicated that it has received fresh instructions from Moscow which would allow the Conference to be satisfactorily concluded but has not yet revealed what these are. The Western side is proposing a package deal to settle some of the outstanding humanitarian questions, on which progress has been slow.

There will have to be some rapid developments in the next week or two, however, if the Helsinki summit is to take place in July.

WEU was founded under the Brussels Treaty of 1948 with Britain, France and the Benelux states as the original members. Italy and West Germany joined under the Paris Protocols of 1954. One of the main reasons it is kept going is that it could provide the legal framework for a future West European defence organisation.

Italian strike hits schools, travel and medical care

ROME, May 20.

MORE THAN a million government workers went on strike today in a week of nationwide walkouts halting trains and planes, closing schools and suspending medical care.

The strikes came less than a month before the June 15 regional elections in which the Communists are challenging the Christian Democrats' claim to be Italy's dominant party.

Only Justice Ministry employees preparing election lists were excused from the walkout called by Italy's three biggest labour federations to demand reforms of public administration.

More than 300,000 state workers, 200,000 employees of state controlled companies and 500,000 local and regional government employees walked off their jobs in the daylong strike.

The unions called for reforms "to eliminate the waste and inefficiency existing to-day and at the same time exploit and make more gratifying the individual and collective professional contribution of the workers."

Firemen, who joined in the strike from 8 a.m. to 2.30 p.m., forced the closing of airports. Scheduled national flights from Rome's Leonardo Da Vinci airport were cancelled and international flights delayed.

BELGIAN INDUSTRIAL COSTS

The trouble with indexing

BY DAVID CURRY IN BRUSSELS

"WE APPEAR," La Libre Belgique commented acidly, "to have two Foreign Ministers." The official one, Mr. Renaat van Elslande, seemed perfectly capable of playing the international role of his office conferred on him. It was about time the unofficial one concentrated on solving problems at home.

The "unofficial Foreign Minister," the paper hardly needed to explain, was Mr. Leo Tindemans, the Premier. At last year's Paris summit meeting of heads of Community Governments, Mr. Tindemans was entrusted with the task of drawing up a blueprint for the European Union. That task, apart from trips he has undertaken as a Belgian official (the latest to China) has kept him on the move around the capitals of Europe.

The comment was a bit unfair, but the concern was real enough, since the economic problems confronting Belgium are severe. Though these troubles are diverse, there is one overriding worry, the acceleration of wage costs.

Belgium is the world's largest per capita exporter: about half the jobs in manufacturing industry depend directly on exports. Some 70 per cent. of exports are sold in the Common Market. The Government estimates that Belgian wage costs are now on a par with those in the U.S. The Fédération des Entreprises de Belgique, the employers' organisation, calculates that in the past two

calendar years wage costs have risen by 49 per cent. This does not seem disproportionately large in comparison with other countries with similar inflation problems.

But the rub comes when the Belgian rate of increase is taken in conjunction with the appreciation of the Belgian franc against most other currencies. If the rate of increase in wage costs in competing countries is adjusted to take account of the exchange rate, the comparison is much more unfavourable to Belgium.

Adjusted in this manner the rise of Belgian wages compares with 34 per cent. in France in the same period, 40 per cent. in Germany, 26 per cent. in Sweden, and 16 per cent. in Britain.

The problem which wage costs pose for the Government is made more intractable because of indexing. It is generally acknowledged that fully two-thirds of the 25 per cent. rise of wage costs last year was attributable to the automatic monthly indexing of wages to the cost of living. Indexation has been practised in Belgium since shortly after the war. It is, as far as the unions are concerned, one of the fundamental articles of the social contract at the centre of Belgian politics. The employers have demanded an end to this automatic indexing in favour of a system which limits itself to preserving purchasing

power rather than reflecting every single nuance of price changes. Justling for competitive advantage in the month-long series of elections of workers' delegates to company Boards and advisory bodies, the unions are reluctant to budge, but the FGTB, a relatively hard line Socialist trade union group, has agreed at least to discuss the matter.

The unions argue that the most urgent problem is unemployment which is currently running at 100,000 or 8.2 per cent. of the work-force. They also point to the acceleration of the rise of the cost of living to justify the need to leave the indexation system as it stands. In April the annual rate of inflation was still in the region of 15 per cent. per annum.

Belgian Government concedes essentially of working out a system of compromises between pressure groups representing different economic interests. The Government itself—always a coalition bridging differences of political viewpoint and usually of language—is in many ways primarily an arbitration service, achieving compromise between these pressure groups which represent, among other groups, industry, labour, and small business.

The process started in March when the Government announced plans to lessen the impact of unemployment. It proposed to increase public investment to save some 20,000 jobs, and put



Premier Leo Tindemans: Travel has not blunted his awareness of political realities at home.

more of the unemployed to work on public projects. In addition, the Government committed itself to playing a greater role in the oil and gas sector. At the end of April the Government took steps to reflate. It swept away the whole apparatus of monetary restraint. The 16 per cent. limit on the increase of commercial bank credits was abolished. The

requirement that banks should devote 51 per cent. of the increase of their deposits to purchasing public bonds was dropped. The compulsory freezing of certain funds in non-interest bearing accounts was also abolished.

Since then there has been a steady flow of measures along the lines advocated by the employers.

On May Day, while the unions were at their rallies, the Government announced a surprise package: a two-month price freeze, described by Mr. Tindemans as a psychological shock to enable people to stop thinking. The freeze is very partial. Exceptions cover oil, household electronics, non-ferrous metals, wood, all items subject to EEC pricing like coal and steel and important foods like eggs, and fish. Even with these exceptions, the Government will have difficulty policing the freeze. It has only 180 inspectors to cover every outlet in the country.

The recent measures have come in a rush and it is difficult to discern behind them the outlines of a consistent policy. However, the most convincing interpretation is that the policy is part of a cautious approach to revising the system of indexation, even if the index itself will not be altered despite the fact that its weighting has not been touched since 1967 and though it contains only 145 items against 800 in the German index or 850 in the Dutch.

There is another aspect to government policy which is only being hinted at. It seems probable that a decision has been taken to weaken the Belgian franc, perhaps with a view to devaluing it within the currency snake during the course of the discussions necessary to bring the French franc back into the snake mechanism. The trend is certainly in this direction. Though the trade surplus was maintained in the first two months, the capital account was very close to deficit. Belgians are buying foreign shares while the inflows of money to foreign subsidiaries which happened last year to provide finance during the credit squeeze have dried up. The March trade surplus will be seen to have shrunk when the figures appear and the evidence is of a further shrinking of exports in April. A trade deficit this year now looks on the cards.

The Belgian Government is not in a position to announce dramatic emergency packages of remedial measures in an economic crisis. It can move only when it has found an alliance of interests which permit it to piece together a consensus. As dribs and drabs of news about economic decisions filter out from the Government, it is clear that this process is now under way intensively. Travel has not blunted Mr. Tindemans' awareness of political realities at home.

NEW BUILDINGS PLANT AND MACHINERY

GRANTS

INTEREST RELIEF GRANTS

REMOVAL GRANTS

LOANS

REGIONAL EMPLOYMENT PREMIUM

FACTORIES WITH RENT-FREE PERIOD

Plan expansion in 1975, and you can be on the right track for 1976, 1977.

We can help get your expansion plans on the right lines in the Areas for Expansion.

Here you can qualify for these capital grants towards the cost of new buildings and, in many Areas, for new plant and machinery as well.

In addition, for projects providing new jobs, you can get interest relief grants or loans on favourable terms, some with interest-free periods.

MORE FOR MANUFACTURING INDUSTRIES

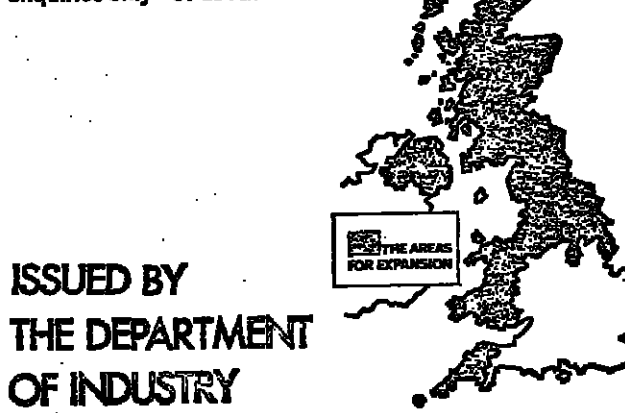
We can show you Government factories in the Areas for Expansion which can be rent-free for two years.

Another important benefit in many of the Areas is the Regional Employment Premium which is paid to manufacturers for full-time employees—now £3 per week for men and £1.50 for women.

Headquarters.

London, tel: 01-211 6485

24-hour answer-service for booklet enquiries only—01-634 2025



ISSUED BY
THE DEPARTMENT
OF INDUSTRY

All this help is available to manufacturers already in the Areas for Expansion who plan to expand or modernise. Firms moving into an Area get this help and may also qualify for substantial help towards their removal costs.

WE CAN HELP GET YOUR PLANS MOVING

Preparing to expand needs practical help; and our Industrial Expansion Teams are ready to give you that help.

Because of their extensive local knowledge, they can help you find the best location and also help you avoid mistakes that could prove expensive later.

They'll discuss your plans in detail, show you round the Area you choose, and help arrange the financial assistance.

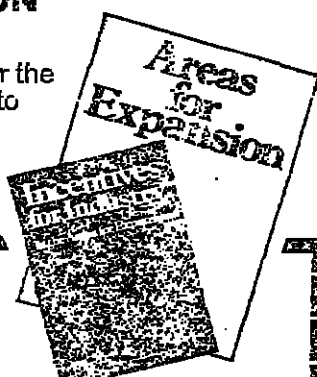
This service is free and confidential.

HELP TOO FOR SERVICE INDUSTRIES

There is also financial help available towards the cost of moving company offices, research and development units and service industry undertakings into the Areas for Expansion: up to 5 years rent-free premises (or equivalent help towards purchase), substantial removal grants for employees moved and towards other removal expenses, as well as other financial assistance.

HOW TO GET TIME ON YOUR SIDE

Start planning now for the solid foundation on which to build your future. Call us today or send the coupon for our free booklets.



To: The Industrial Expansion Team,
Department of Industry, Millbank Tower,
Millbank, London SW1P 4QU

Please send me full details of the benefits available in the Areas for Expansion

Name

Position in Company

Company

Nature of Business

Address

FT21/5G

The Areas for Expansion

Scotland. Glasgow, tel: 041-248 2855

Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East. London, tel: 01-212 6343

Eastern Region. London, tel: 01-212 0289

Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-483 0501

HOME NEWS

New house prices up by average 3% in first quarter

BY MICHAEL CASSELL

NEW HOUSE prices rose on average by 3 per cent in the first quarter of this year, according to the Department of the Environment.

While the increase is bigger than any quarterly rise recorded during 1974, there are few indications that the housing market is set for another period of substantial price rises in the near future.

The rise should, however, be of some encouragement to builders who have faced sharply rising construction costs but have not been able to pass these on in price increases.

If the trend continues, they should be less reluctant to start new schemes, especially if the flow of building society funds is maintained.

The building societies themselves, as well as bodies like the Royal Institution of Chartered Surveyors and the Incorporated Society of Valuers and Auctioneers, have all recently subscribed to the view that another price explosion seems most improbable in the foreseeable

future, although it is apparent that there will be a further move in prices after the standstill which persisted throughout 1974.

Demand

The societies have pointed out that demand for homes is still slack in relation to supply and that houses are still historically expensive in relation to income.

The income/house price ratio is, however, narrowing rapidly and this could lead to substantial price increases when the ratio is in balance.

According to the Department, which bases its figures on prices for new housing at the mortgage approval stage, the house price index took a 3 per cent leap in the first quarter of this year, following a rise of 0.5 per cent in the preceding three months.

By comparison, prices last year rose by a maximum of 2.5 per cent in any one quarter last year and actually fell back in one three-month period.

The Department also gave the results of a 5 per cent sample survey of mortgages actually

completed rather than approved during the first quarter, providing less up-to-date figures on price trends.

While the survey showed a similar picture on the new-housing price-front, it suggested that prices for second-hand homes were almost unchanged from the last quarter of 1974.

In sales completed in the January-March period, for which mortgage advances would generally have been approved in the fourth quarter of last year, the average price of a new home in the U.K. was £11,590 while for second-hand homes the average was £11,080.

The average mortgage advance in the first three months of this year was £12,350 or just over 3 per cent of the average price for all houses, while the average income of borrowers was £3,650, an increase of 2.5 per cent on the previous three months.

Previous owner-occupiers, according to the Department, had an average of £12,950 for their homes, while first-time buyers paid just over £9,000.

Wool textile industry sees little hope of upturn this year

BY RHYS DAVID

BRADFORD, May 20.

THE U.K. wool textile industry is not expecting any substantial upturn from present depressed levels of activity much before the end of this year, industry leaders forecast in Bradford yesterday.

Figures showed the industry was running, in the first three months of this year, at levels marginally below the same period last year when production was badly affected by the three-day week and substantially below the levels for the same period of 1973.

Compared with 1973, during the boom in textile demand, consumption of wool has fallen 25 per cent, and delivery of woven fabrics has fallen by the same amount.

The one encouraging sign has been the return in recent weeks to a much higher level of activity at the start of the production chain in wool combing, where the main companies are very busy after a period of depressed trading, with order books stretching through to August.

The demand for woollens (combed wools) is coming, however, from overseas manufacturers rather than from U.K. spinners and is thought to be a reflection of the virtual emptying of the stock pipeline over recent months rather than of

much higher levels of activity throughout the processing chain.

Parallel with the increased demand for woollens there has been a return to much more active trading in the main wool markets in Australia and the

Australian Wool Corporation, which earlier this year was obliged to buy in most of the wool on offer at a floor price of 250 cents, has recently had to begin releasing stocks of wool.

There remains uncertainty, however, about the attitude the

Government's apparent inaction on textile imports—now being considered by a Cabinet committee under Mr. Harold Lever, Chancellor of the Duchy of Lancaster.

Mr. Stroud said the Government had accepted the validity of the industry's case but was hiding behind excuses rather than taking action.

The industry remains seriously concerned at the continued weakness of the Japanese market—the main market for U.K. wool textiles in 1973, but seriously depressed both in 1974 and in the early part of this year.

Exports of wool in the period January to March this year stood at only 748,000 sq. m. compared with 1.3m. sq. m. in 1974 and exports of worsteds declined from 1.3m. sq. m. to 615,000 sq. m.

There is also concern at the continued uncertainty over the outcome of the referendum on EEC membership, and the chairman of the industry's export corporation, Mr. Philip Brook, warned that wool textiles which last year had a trading surplus of £26m. with the Community stood to lose £30m. worth of business in the EEC up to 1977 in the event of withdrawal, and 5,000 jobs.

The industry, which has already lost some 10,000 people in the past year as a result of redundancies and natural wastage, much of it caused by uncertainty over future prospects, is expected to put proposals before the unions shortly aimed at improving recruitment.

These are likely to include, for the first time, proposals to give workers in the industry a clearly defined career structure.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

Labour retains city by casting vote

BY OUR OWN CORRESPONDENT

LABOUR RETAINED its overall control of Birmingham District Council yesterday by the casting vote of the retiring Lord Mayor.

A Conservative Lord Mayor, Cllr. Harold Powell, had been elected unopposed in the coming year. But when the election results were known and Labour's majority dropped to nil, Labour nominated Cllr. Albert Jackson, a Labour supporter, as Lord Mayor.

Yesterday, with Labour's 63 seats only equalling the combined Conservative and Liberal

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

Multiple sclerosis costs economy £3m. a year

BY DR. DAVID CARRICK

MULTIPLE SCLEROSIS cost the British economy about £3m. in 1973, according to an Office of Health Economics report.

Two-thirds of the figure was attributable to incomes lost by sufferers from the disease forced to give up their jobs, and relatively mild disabilities.

The report says that research is promising, and it pays high tribute to the efforts of the Multiple Sclerosis Society and to an action group founded last year and which is now registered as a charity called Action for Research into Multiple Sclerosis.

Both are voluntary bodies urgently in need of money.

Multiple Sclerosis, Office of Health Economics, 162 Regent Street, London, W.1, 25p.

Food shops hygiene 'appalling'

THE STATE of hygiene in food shops is appalling, according to a survey of 500 shops by the National Federation of Consumer Groups.

The report, published yesterday, says: "Consumers need and must be given greater protection against the health hazards discovered."

It lists six of the worst practices which the authors believe actively contribute to the contamination of food sold to the public. They are:

1—Staff handling both cooked and uncooked foods with the consequent danger of cross-contamination.

2—Assistants unprotected by hand towels when bending. More than 35 per cent of assistants wore no protective headgear—and that worn was generally inadequate.

3—Bacteria given a lift by the practice of sticking plastic or metal labels into foods—an ideal way of transferring bacteria from one food to another, as the labels are not cleaned before transfer.

4—Many shops "unpardonably" allowing live animals inside their premises.

5—Dented and rusty cans on sale.

6—Almost 100 shops with frozen foods loaded above the freezer load line. Freezer thermometers in such a position as to be unreadable or, in many cases, not even provided.

The authors of the survey recommend that the Food Hygiene Regulations should be reviewed with the object of including a detailed list of the offences described above.

INTERNATIONAL SOUTH AFRICAN N.V.

DIVIDEND NOTICE

The Company has declared a Dividend of U.S. \$0.50 a share on its common stock payable on 12 May 1975, to stockholders of record 1 May 1975.

Stockholders will receive payment in U.S. Dollars at the addresses listed in the official stockholder list held by the Company.

REPAIR DEPOT

Dagun U.K. is to spend £250,000 on building a body repair shop near its distribution centre on Teeside. The depot will employ about 20 people, and will be used to repair cars damaged in transit from Japan.

NEWS ANALYSIS—STEEL

Looking for a loser

BY HAROLD BOLTER

FEW INDUSTRIAL negotiations in an honourable draw. Normally, both sides have to claim some sort of victory, win or lose.

Unfortunately, the discussions which have been taking place for the last month on the British Steel Corporation's need to save costs—most obviously through a reduction of 22,000 in its labour force—have involved three parties: the BSC management, the trade unions and the Government.

In this new situation, the rules of the game become blurred. Because there is a requirement for too many winners, a loser has to be found and it seems to have been generally decided that Sir Monty Finniston, the British Steel Corporation's chairman, should fill this role.

Obvious

An examination of the events which led up to Monday night's agreement between the BSC management and the steel industry unions on ways of tackling the problem of cutting costs during an extremely serious recession would suggest that this judgment is unfair, however.

The steel redundancy saga really began at the start of October last year when Sir Monty forecast that the management for steel in the U.K. would fall by at least 15 per cent during 1975.

He was the only leader of a major steel-producing country to make such a gloomy prediction at the annual conference of the International Iron and Steel Institute in Munich.

By the end of January this year, however, it was obvious that even Sir Monty was likely

to be proved far too optimistic. The end-of-year statistics produced by the international steel producers showed that orders had slumped by anything from 30 per cent to 40 per cent during the final quarter of last year.

In a sense, the BSC was better placed than anyone else at that time. Because of the three-day week at the beginning of last year, the Corporation still had a backlog of orders to work through. Nevertheless, it was obvious that a serious production and employment situation would have to be faced.

Before the BSC's management could do anything, however, it had to wait for the result of the review which Lord Beswick, Minister for Industry, was carrying out into the Corporation's plans for closing older works, part of the £4.5m. investment strategy it wants to carry out over the next ten years.

Lord Beswick produced an interim report on this review on February 4 in which he dealt with the Corporation's proposals for steelworks closures in England and Wales and deferred a decision on works in Scotland.

As a result of that report, the Corporation's management had to accept that some of the cost-saving it had anticipated this year through the closure of older works would not now take place.

For example, the closure of some of the BSC's operations at Hartlepool, with a loss of 2,300 jobs this year and next, was deferred to 1978.

A proposal to close the BSC's East Moors works in Cardiff should be phased out from January next year, with the loss of employment for 4,700, was put back to January, 1980, at the earliest.

Although the Beswick report accepted that blast furnaces, steel plant and slabbing facilities

at Ebbw Vale in South Wales should be closed, the 3,300 workers facing redundancy there were sufficiently encouraged by the Government's review to believe they could fight the decision.

Finally, any plans the BSC had for reducing its labour force in Scotland, where there are some very old works with obsolete equipment, were mothballed, presumably until after the Common Market referendum.

It is easy to see, therefore, that Lord Beswick's report, although it was meant to deal with longer-term planning, had an effect on the short-term situation facing the BSC management when it found itself deep into a steel demand recession.

In mid-March, the month following the Beswick report, the BSC's management started to talk to the steel industry unions about the need for cost savings—something the need to reduce overtime, the number of shifts worked in some plants, the suspension of the industry's guaranteed week arrangement and some redundancies.

At the beginning of April, the unions agreed with the BSC that, in the event of a steel demand recession, the number of shifts worked in some plants, the suspension of the industry's guaranteed week arrangement and some redundancies.

He did not put a figure on the numbers of dismissals needed, but it was made known that 10 per cent of the labour force—or 22,000 workers—would have to go over a very short period of time.

Since that statement, Sir



Ebbw Vale, where steelworkers were encouraged by the Government review.

Monty has found himself in a modified shift working arrangement with Wedgwood Benn, not only over the particular issue of redundancy but the general philosophy of how a nationalised industry should be managed.

Meanwhile, Mr. Bob Scholey, the BSC's Chief Executive, has reached an agreement with the steel industry unions which has features—no automatic replacement of workers who leave the industry, voluntary redundancies where this can be agreed locally, a reduction in overtime working.

Most important of all, perhaps, this agreement was reached by the unions and the BSC management through the normal negotiating channels. Neither Mr. Wedgwood Benn nor Sir Monty were involved.

As the final discussions were brought back to the usual pattern of negotiations, there is no longer a need to look for a loser.

Government to study N. Sea gas trunk line

SDLP protests about draft rules for Ulster Convention

BY OUR OWN CORRESPONDENT

BELFAST, May 20.

THE DEPARTMENT of Energy is to commission a study into the development of associated gas in oil fields, including the possibility of constructing a North Sea gas trunk line system to gather production from smaller associated gas reserves.

The move, announced by Mr. Eric Varley, Energy Secretary, is an answer to fears that small amounts of gas produced with oil, not justifying their own pipelines to shore, could be wasted unless a facility were built to gather production from smaller associated gas reserves.

There is also concern at the continued uncertainty over the outcome of the referendum on EEC membership, and the chairman of the industry's export corporation, Mr. Philip Brook, warned that wool textiles which last year had a trading surplus of £26m. with the Community stood to lose £30m. worth of business in the EEC up to 1977 in the event of withdrawal, and 5,000 jobs.

The industry, which has already lost some 10,000 people in the past year as a result of redundancies and natural wastage, much of it caused by uncertainty over future prospects, is expected to put proposals before the unions shortly aimed at improving recruitment.

These are likely to include, for the first time, proposals to give workers in the industry a clearly defined career structure.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

seats, the vote for the new Lord Mayor was a tie until Cllr. James Councillor Clive Wilkinson, Labour leader, told the council it was important that its business should run with continuity.

Councillor Neville Busworth, Conservative leader, accused Councillor Wilkinson of arrogance. Birmingham had elected its mayors for the last 150 years by a unanimous agreement. Breaking of the agreement was politics at its worst.

MR. GERRY FITZ, Social Democrat and Labour Party leader, headed a delegation from his party to meet Sir Robert Lowry, independent chairman of the Northern Ireland Constitutional Convention, today to voice complaints about the draft rules to the gathering of the standing orders committee.

The 12-man committee, representing the four main parties in the Convention and with a majority of Loyalists, completed its task after 25 hours of discussions spread over six days. It is clear that the main SDLP complaint is about the form of the final report to be submitted to Westminster when the Convention has finished its deliberations.

The seven Loyalists on the committee, with the Rev. Ian Paisley in the chair, used their efforts to ensure that only a majority report would be submitted to Westminster from the Convention. According to the SDLP, the recommendations of the standing orders committee are carried by the 78-member Convention, it will mean that in the final report conveyed to Parliament, there would be no recognition of the views of dissenting or minority groups.

The Loyalists, however, are claiming that there is an absolute guarantee that the reports of those who do not agree with the formal published report will be included in the official proceedings.

He said in his letter: "As a result of recent political speeches by the Press Council chairman, it strikes me that it would be quite impossible to obtain an impartial adjudication."

Lord Shawcross, formerly a Labour Attorney-General, said in a recent speech that Mr. Benn was among those who wanted to "divide and destroy Britain's civilised and democratic way of life" and added that Britain faced economic, social and political disaster unless the people

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

MR. GERRY FITZ, Social Democrat and Labour Party leader, headed a delegation from his party to meet Sir Robert Lowry, independent chairman of the Northern Ireland Constitutional Convention, today to voice complaints about the draft rules to the gathering of the standing orders committee.

The 12-man committee, representing the four main parties in the Convention and with a majority of Loyalists, completed its task after 25 hours of discussions spread over six days. It is clear that the main SDLP complaint is about the form of the final report to be submitted to Westminster when the Convention has finished its deliberations.

The seven Loyalists on the committee, with the Rev. Ian Paisley in the chair, used their efforts to ensure that only a majority report would be submitted to Westminster from the Convention. According to the SDLP, the recommendations of the standing orders committee are carried by the 78-member Convention, it will mean that in the final report conveyed to Parliament, there would be no recognition of the views of dissenting or minority groups.

The Loyalists, however, are claiming that there is an absolute guarantee that the reports of those who do not agree with the formal published report will be included in the official proceedings.

He said in his letter: "As a result of recent political speeches by the Press Council chairman, it strikes me that it would be quite impossible to obtain an impartial adjudication."

Lord Shawcross, formerly a Labour Attorney-General, said in a recent speech that Mr. Benn was among those who wanted to "divide and destroy Britain's civilised and democratic way of life" and added that Britain faced economic, social and political disaster unless the people

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

He said in a letter to the Press Council secretary that he was withdrawing a complaint from the Press Council because it would not get a politically impartial hearing under its chairman, Lord Shawcross.

MR. GERRY FITZ, Social Democrat and Labour Party leader, headed a delegation from his party to meet Sir Robert Lowry, independent chairman of the Northern Ireland Constitutional Convention, today to voice complaints about the draft rules to the gathering of the standing orders committee.

The 12-man committee, representing the four main parties in the Convention and with a majority of Loyalists, completed its task after 25 hours of discussions spread over six days. It is clear that the main SDLP complaint is about the form of the final report to be submitted to Westminster when the Convention has finished its deliberations.

The seven Loyalists on the committee, with the Rev. Ian Paisley in the chair,



Runaway MP: I'm coming back

By Richard Evans, Lobby Correspondent

MR JOHN STONEHOUSE, the runaway Labour MP, surprised MPs and his local party officials yesterday by announcing that he plans to return to Britain to attend constituency meetings next month.

In a letter from Australia where he is facing extradition proceedings, Mr. Stonehouse has told Mr. Harry Richards, chairman of the Walsall North Labour Party that he intends to be present at meetings to discuss his future on June 11 and 13.

In addition, he has sent by letter a question which appeared on yesterday's Commons Order Paper asking the Chancellor of the Exchequer, Mr. Denis Healey, how much money could be saved by cutting the number of civil servants by 20 per cent.

The initial reaction of many MPs was that Mr. Stonehouse was adopting delaying tactics to prevent the Commons from expelling him for neglecting his Parliamentary duties.

Earlier this month, a Commons select committee recommended that moves to expel the MP for Walsall North should be launched unless he returned to Westminster within a month to explain his conduct. Mr. Stonehouse later sent a letter to the committee chairman Mr. George Strauss saying he was anxious to return "as soon as physically possible". The deadline set by the committee is June 6.

Since the expulsion recommendation was based largely on the ground that Mr. Stonehouse had "abandoned his Parliamentary duties", the tabling of the question and the offer to return are both seen as an attempt by Mr. Stonehouse to show that he is still attending to the interests of his constituents.

Most MPs believed yesterday that Mr. Edward Short, Leader of the Commons, would still intrude a motion—proposing Mr. Stonehouse's expulsion shortly after the one month's grace has expired. He would be opposed by a small number of MPs who believe that no move should be made against Mr. Stonehouse until all legal proceedings have been completed. The point is that at present he has been found guilty of no crime.

Mr. Stonehouse, 49, is at present facing extradition proceedings in Melbourne. Six new fraud, forgery and theft charges have been added to the 15 he already faced when he appeared in court on May 2. The proceedings are due to be resumed on May 26.

In his letter to Mr. Richards, the runaway MP said he was confident that when local officials had heard his side of the story they would decide that the procedure to find a new candidate at Walsall North would be unnecessary.

SE inquiry rejected

A SUGGESTION by Mr. Neil Kinnock (Lab., Bedfordshire) that a Royal Commission should be appointed to consider the operation of the Stock Exchange was rejected by the Prime Minister in the Commons yesterday.

Mr. Wilson stated, Mr. Peter Shore, the Secretary of State for Trade, has already instituted a study of the arrangements for the supervision of the securities market and I do not think that any further inquiry into the operation of the Stock Exchange is necessary.

Full-time work on jobless

BY PHILIP RAWSTORNE

MR HAROLD WILSON was again fully employed in the Commons yesterday denying Mr. Anthony Wedgwood Benn's charges against the Common Market.

"I do not accept these figures," he said, dismissing the Secretary for Industry's claim that EEC membership had cost the country half a million jobs.

"Sack him, sack him," the Tories roared in happy pursuit of Mr. Benn's unemployment.

Whatever plans he may have in that direction, the Prime Minister was more than content yesterday to welcome Mrs. Margaret Thatcher's question about Mr. Benn as a sign that he intended to become a full-time Leader of the Opposition.

Mrs. Thatcher's political profile has been so low of late that it has been virtually unrecognisable.

"The reluctant debater," Mr. Wilson dubbed her, taunting her with her hesitancy in leading the Opposi-

sition's attack on the Government in to-morrow's economic debate.

Mrs. Thatcher winced prettily and retired behind Mr. James Prior as the Prime Minister advised her that he would be watching her presentation carefully.

If the Conservative Party's case was to be acceptable, it would need dressing in rather more substantial policies than it had been displaying lately, he warned.

And so would the Prime Minister, retorted Mr. Kenneth Baker (C., St. Marylebone). To what particular aspect of his stewardship of the nation's affairs did Mr. Wilson attribute the "stardling recovery" of industrial production to the level of the three-day week? he asked.

The fall in production had been lower in Britain than any other OECD country, Mr. Wilson replied. And under his chairmanship next month the National Economic Development Council—"which does not approach

these problems with your political attitude"—would be considering a wide range of economic issues.

It might even consider whether the Tories or the Liberals had anything to contribute when they revealed the "faintest glimmering" of their policies, he added. Until then, he suggested to Mr. John Pardoe, send a postcard.

Having been urged to more dynamism and decision, Mr. Wilson delighted pro-Marketees on both sides by apparently discovering both qualities in the Common Market.

There would be serious economic problems for us if we withdrew, and for the Commonwealth as well.

With some encouragement, the Prime Minister warmly reiterated the support he had found in the Commonwealth Conference for Britain's membership.

They would feel "let down" if Britain left the Common Market—and he made it absolutely clear that that was no part of his job.

Jack Jones wages formula for 'urgent' study

FINANCIAL TIMES REPORTER

MPs WERE given repeated assurances by Mr. Michael Foot, Secretary for Employment, in the Commons yesterday that the revised form of voluntary wage restraint outlined by Mr. Jack Jones, general secretary of the Transport and General Workers' Union, at the week-end, will receive "careful and urgent" consideration.

He also said that the Jones proposals—based on common flat rate wage increases geared to the cost of living and national average earnings—were "serious ideas" which would be seriously considered.

But Mr. Foot again insisted that he was not advocating a tightening up of the existing wage guidelines in the social contract.

"What I am suggesting," he stressed, "and what I am sure the trade unions are seeking to help us in doing is to ensure that we can get more faithful observance of the guidelines."

"That is not the same thing as tightening. It is on this basis that we can proceed and it is on this basis that we are continuing discussions with the TUC and taking into account the further proposals made by Mr. Jones."

From the Opposition front bench Mr. Barney Hayhoe, a "shadow" employment spokesman, caustically inquired: "At a time when unemployment is rising, would there not be more employment opportunities available now if the Secretary of State had done more to reduce the number of inflationary wage demands and make his side of the social contract work?"

Mr. Foot answered that the present system was not one under which the Government was able to lay down the law on what was a proper wage settlement and what was not.

"One of the difficulties which we have had to deal with through all these months is trying to clear up the mess left by the Government which itself tried to lay down such rules."

Ignoring derisive shouts from the Opposition benches, Mr. Foot maintained that many of the settlements that had gone outside the guidelines in recent months had been due to the fact that those involved were tracing their claims back over two or three years and the period of statutory control over wages.

Mr. Kenneth Baker (Con., St. Marylebone) called on the Minister to deny a rumour, which he said had been circulating on Monday, that Mr. Jones had been persuaded by the Government to float his ideas on a revised form of voluntary wage restraint to ensure that there would be a "warm and positive response from Ministers."

Amid laughter from his Conservative colleagues, Mr. Baker added: "I am sure this is a travesty of what has taken place. Can you assure us that Mr. Jones is not naive enough to succumb to this sort of trickery of the Government clever enough to suggest it?"

Mr. Foot retorted: "I don't know where you get your rumours from but it was such an absurd one that I think you must have manufactured it yourself."

There was more laughter when Mr. John Pardoe (Lib., North Cornwall) suggested that Mr. Jones had derived his ideas from Liberal policy, and Mr. Foot observed: "It was believed that, as the Duke of Wellington said on a more famous occasion, 'You will believe anything.'"

Foot refuses to delay Press freedom proposals

FOUR of these related decisions reached at that conference. Mr. Jonathan Aitken (C. Thanet, E.) claimed that the NUJ vote at Cardiff had made "a complete assembly of the Government's closed shop proposals for journalism."

He urged Mr. Foot to introduce an amendment to the Trade Union and Labour Relations (Amendment) Bill to preserve and safeguard free access to the Press for everyone, whether in a union or not. He also called for an amendment to ensure that editorial independence was preserved.

Mr. Foot said he regretted the fact that the NUJ at its Cardiff conference should have turned down the idea of discussing a Press charter, just as he regretted that the editors had turned down the same proposition a week or two before.

"We have to deal with a situation in which editors, proprietors and the NUJ have so far shown they are not moving towards what we think is the best solution on this matter. But I am glad the NUJ are reconsidering it."

Ministers shrug off defeat Lloyd's members freed of levies

BY JOHN BOURNE, LOBBY EDITOR

AFTER ITS defeat yesterday on the subject of restrictions on women's working hours in the Sex Discrimination Bill, the Government does not intend at the moment to alter its view that such restrictions would be best studied by the proposed Equal Opportunities Commission.

Ministers admit there are a number of anomalies created by the 1961 Factories Act and by the Hours of Employment Convention Act which prohibits women from doing night work.

But they maintain that yesterday the Conservatives on the committee, plus two "rebel" Labour MPs—Mr. Roderick MacFarquhar and Miss Jo Richardson—took too simplistic a view by passing an amendment changing these two Acts to remove the restrictions.

The Department of Employment argues that the restriction on women's hours has existed for so long that any change in them should be reviewed in some detail on their merits.

This would be the role of the Equal Opportunities Commission in consultation with the Health and Safety Commission. The Department would then have to alter the legislation by regulation.

The Factories Act says, among other things, that no women in a five-day factory should work more than 10 hours a day, excluding intervals, subject to a maximum of 48 hours a week. Sunday employment is prohibited.

The Government is therefore expected to try to delete yesterday's amendment when the Bill goes back to the Commons for its report stage.

Under-Secretary urged the committee to reject the amendment, although he admitted there did not seem much logic in the restrictions when women in professions could work long hours and do all-night shifts and week-end work.

He said it was time these "outdated restrictions" were swept away; it was ludicrous that they should be perpetuated in a Bill designed to promote equality of opportunity.

Mr. Michael Alison (Con., Barkston Ash) said the greatest weakness of the restrictions was the number of exemptions. For some reason laundries, baking, sausage-making, fish-preserving and the dairy produce industry were all exempt.

By refusing to remove these restrictions, the Government is deliberately closing the door to women which the rest of this Bill has opened," he said.

Mr. John Fraser, Employment Under-Secretary, urged the committee to reject the amendment, although he admitted there did not seem much logic in the restrictions when women in professions could work long hours and do all-night shifts and week-end work.

He said it was time these "outdated restrictions" were swept away; it was ludicrous that they should be perpetuated in a Bill designed to promote equality of opportunity.

Mr. Michael Alison (Con., Barkston Ash) said the greatest weakness of the restrictions was the number of exemptions. For some reason laundries, baking, sausage-making, fish-preserving and the dairy produce industry were all exempt.

By refusing to remove these restrictions, the Government is deliberately closing the door to women which the rest of this Bill has opened," he said.

Mr. John Fraser, Employment Under-Secretary, urged the committee to reject the amendment, although he admitted there did not seem much logic in the restrictions when women in professions could work long hours and do all-night shifts and week-end work.

He said it was time these "outdated restrictions" were swept away; it was ludicrous that they should be perpetuated in a Bill designed to promote equality of opportunity.

THE GOVERNMENT agreed in the Lords yesterday to drop a proposal that members of Lloyd's could be included in the insurance companies' levy scheme to protect policyholders.

Lord Beswick, for the Government, accepted, during the committee stage of the Policyholders Protection Bill, an amendment striking out the section under which the Trade Secretary could, by order, treat a Lloyd's member as "an authorised insurance company."

The Bill provides for levies on the insurance industry to finance protection of policyholders whose insurance companies collapse.

The amendment had been moved by Lord Reigate, an underwriter member of Lloyd's. He said that the proposal in the Bill was totally unnecessary because there were already so many in-built protections in Lloyd's. In any case, if such a measure were required, it should be done by legislation and not by an order.

Lord Beswick said that it had been thought useful to have this power in the Bill. He said that Lloyd's themselves had raised no objection to it, but in view of the many objections raised in the House, he was prepared to accept the amendment.

Lord Reigate said that the Government's gesture would be appreciated by a wide section of the insurance industry.

THE INDUSTRY BILL requires that company information should be passed on to trade union representatives who are strongly attacked by the Opposition yesterday on the grounds that it discriminated against non-union employees.

Speaking from the Conservative front bench during the committee stage of the Bill, Mr. John Stanley described this as an "odious" principle and pledged his party to fight it to the bitter end.

But for the Government, Mr. Anthony Wedgwood Benn, the Industry Secretary, claimed that the Conservative line attack merely demonstrated that they were "utterly hostile to organised workpeople."

The committee was discussing a Conservative amendment which stipulated that the information should be passed on to all employees and not just to trade union members. Another Opposition amendment laid down that the information should be given only to a person employed by the company concerned.

Mr. Stanley warned that company directors might be in breach of their existing agreements if price-sensitive information was passed on to the unions but not passed on to shareholders at the same time. There was also the danger that the information would place the union representative who had received it in a potential insider trading position.

Mr. Stanley maintained that the Bill would create an exclusive block of information going to an exclusive group of people—the unions. In differentiating between the unions and other employees it was creating a 1984 type of situation. There would be Alpha workers (union representatives) who had a right to information, Beta workers (trade unionists) to whom the information was passed on and

Disclosure powers 'unfair to non-union workers'

BY JOHN HUNT

THE INDUSTRY BILL requires that company information should be passed on to trade union representatives who are strongly attacked by the Opposition yesterday on the grounds that it discriminated against non-union employees.

Speaking from the Conservative front bench during the committee stage of the Bill, Mr. John Stanley described this as an "odious" principle and pledged his party to fight it to the bitter end.

But for the Government, Mr. Anthony Wedgwood Benn, the Industry Secretary, claimed that the Conservative line attack merely demonstrated that they were "utterly hostile to organised workpeople."

The committee was discussing a Conservative amendment which stipulated that the information should be passed on to all employees and not just to trade union members. Another Opposition amendment laid down that the information should be given only to a person employed by the company concerned.

Mr. Stanley warned that company directors might be in breach of their existing agreements if price-sensitive information was passed on to the unions but not passed on to shareholders at the same time. There was also the danger that the information would place the union representative who had received it in a potential insider trading position.

Mr. Stanley maintained that the Bill would create an exclusive block of information going to an exclusive group of people—the unions. In differentiating between the unions and other employees it was creating a 1984 type of situation. There would be Alpha workers (union representatives) who had a right to information, Beta workers (trade unionists) to whom the information was passed on and

Control

Mr. Benn told him that what the Conservatives were really trying to do was to prevent information reaching those who worked in industry. They were trying to reserve the control of private firms in the hands of those who owned them.

According to Mr. Benn, the Tories were simply speaking for the rights of directors to run firms exclusively in the interests of the shareholders and were trying to prevent the extension of industrial rights.

He said that the implications of the Conservative argument were that the hard-won rights of the unions should be available to those who did not undertake the obligations of union membership.

Mr. Michael Weaver, the Secretary for Industry, accused the Tories of chipping away at the disclosure powers in the Bill. He said it was humbug for them to pretend that they had said they would "ensure the need for industrial democracy."

THE DECISION not to scrap 20,000 jobs in the steel industry was whined yesterday by Mr. Michael Foot, Employment Secretary. He told the Commons: "I naturally welcome the agreement reached between the British Steel Corporation and the TUC's steel committee very much indeed."

"We have been urging discussions between the State Corporation and the trade unions. I am very glad that they have gone so far as to reach agreement."

He was replying to Dr. Jeremy Bray (Lab., Motherwell and Wigan) who said the agreement would "ensure many steel workers about their immediate future."

Legal advice rights Bill

THE COMMONS yesterday gave a formal first reading to a Bill introduced by Mr. Bryan Gould (Lab., Southampton West), giving arrested people statutory right of access to a solicitor.

Receive up to half the cost of your plant, equipment and other fixed assets. No interest, no payback.

Pay no tax on company profits from exports for 15 years.

Reasonable labour costs.

Transfer profits, capital freely.

All training costs paid for. English-speaking, educated labour.

Sell to the European Common Market from within - 250 million customers, and no tariffs.

EASE THE MONEY CRISIS FOR YOUR COMPANY'S NEXT EXPANSION.

In 1974, new-plant investment in Ireland by overseas companies was more than double the previous year's recorded total.

Head Office: Lansdowne House, Dublin 4. Brussels: 77 Rue Joseph II, 1040. Brussels: Belgium, Paris: 45 rue Pierre Charron, 75008 Paris, France. Cologne: 5 Köln-Mensburg 51, Bayenthalstraße 12, Germany. Copenhagen: Nyropsgade 47, 1602 Copenhagen, V Denmark.

IDA Ireland
INDUSTRIAL DEVELOPMENT AUTHORITY

To: IDA Ireland, 28 Bruton Street, London W1X 7DB. Phone 01-629-4214. Please tell me if my company's project qualifies for Ireland's unique package of advantages.

Name _____
Position in company _____
Name of company _____
Address _____

Book through at 01-837 2888 Hertz office on the day as you

An exha Or finish. TH Let us take business off fortable. Be professionals

* Executive * Wide rang a Rolls-Royc * Special lov Airport. * Bilingual

Hertz



Cautious conclusion by NIESR

BY ANTHONY HARRIS

Benn wrong on jobless says Wilson

By John Bourne

THE Prime Minister yesterday told the Commons that he did not agree with the figures of unemployment caused by Britain's entry into the Common Market given at the weekend by Mr. Anthony Wedgwood Benn, the anti-Market Secretary for Industry. Mr. Benn had said that half a million jobs had been lost in Britain mainly due to EEC imports.

Mr. Benn was also taken to task, although not by name, by Mr. Roy Jenkins, the Home Secretary, speaking at a Labour meeting in Derby last night.

Mr. Jenkins said: "In the past few days there has been a spate of stunts, scares and spurious statistics. The people of this country are far too sensible to risk their own jobs and the prosperity of their families on such a basis."

But Mr. Jenkins' main argument was that the priority given to social security and health care was now generally far higher in the rest of the Community than in Britain. "In each of the other EEC countries, except Ireland," he said, "the share of national income devoted to social security and medical care is higher than on this side of the Channel."

And the real gap between their social provision and ours is greater still when one remembers that their national incomes and living standards are now substantially higher than our own. "They give us a standard to seek and an example to share."

Steel industry
Thousands of people will lose their jobs in the steel industry and its offshoots if Britain leaves the EEC, Mr. Edward Short, Deputy Labour Party leader said last night.

"Let us be quite clear there will be massive redundancies—not only in the steel industry but in other steel-using industries if we leave Europe," he told a pro-Market rally at Cardiff.

Car industry 'will suffer'
BRITAIN'S CAR industry would run downhill if the U.K. left the European Community, according to Mr. Eldon Griffiths, Conservative spokesman on Europe.

He told a businessmen's meeting in Birmingham yesterday that "British manufacturers would be at a disadvantage compared with those of the Community if we left the Common Market, and he warned that exports of automotive parts to the EEC, which were worth \$65m. in 1973, could be jeopardised by the Community's rules of origin."

Over 40m. have vote
WELL OVER 40m. people will be eligible to vote in the Common Market referendum. Figures issued yesterday by the Office of Population Censuses and Surveys show the total electorate on the present register as 40,565,970.

The electorate breaks into: England 33,758,674; Wales 2,032,792; Scotland 3,733,357; Northern Ireland 1,042,747.

A REPORT published by the National Institute of Economic and Social Research today underlines claims that U.K. membership of the EEC has involved a heavy cost to the balance of payments or the cost of living.

After a detailed statistical analysis, it concludes: "Those effects of U.K. membership which can be measured have so far been small—probably smaller than most pre-entry estimates of the cost of membership."

Even this cautious conclusion is based, not on the trade statistics which, according to the report, reveal no membership effects at all, but on a tentative projection of underlying trends, allowing for growth and income effects.

The report does, however, make one other point which is less ambiguous: so far as economic costs have been involved in joining, they cannot fully be recovered by leaving the EEC again.

And the unexpected small budgetary contribution would be saved and it might or might not prove possible to buy food more cheaply outside the EEC (the report thinks that there probably would be some saving here, but cannot put a figure on it).

On the other hand, part of the cost is the loss of old preferential trading advantages in the Commonwealth and EFTA and the report sees no likelihood that such preferences could be restored. The National Institute, however, sees no reason why Britain should not be able to secure continued free access to the EEC market if she left, on terms similar to those negotiated by other EFTA countries.

The study, which was intended as a note in the May issue of the National Institute's Review (which has been held up by a printing dispute) contains two main studies. One is a careful analysis of the trade flows, commodity by commodity.

The second attempts to estimate how far trade patterns have been influenced by factors quite apart from Britain's membership of the EEC—the development of incomes, prices and output—so as to provide a basic forecast from which EEC effects could be measured.

This study suggests that trade has been diverted and new trade created, as might be expected, but cannot suggest the size of such changes.

The commodity study shows that while, at first sight, the aggregate figures might suggest that joining the EEC made the trade balance worse, the details show that this conclusion is misleading.

The crude figures suggest that Britain's trade deficit with the EEC was \$540m. greater in 1974 than it would have been had the share of the EEC in British imports and exports been the same as in 1972. The major part of this is the rise of \$430m. in the balance on food, drink and tobacco.

However, the National Institute points out that in the circumstances of the two years concerned, these imports were probably somewhat cheaper than those from non-EEC sources which they displaced, so that there was, if anything, a saving for the balance of payments as a whole.

Furthermore, the figures include a large rise in imports of cocoa and tea via the Netherlands—a change in shipping practices which has nothing to do with EEC membership.

The deterioration of nearly £200m. in trade in semi-manufactures again appears to have little to do with EEC membership, according to the report. It is due to fluctuation in the diamond trade and in the very variable pattern of trade in some chemical intermediaries, notably naphthalene.

Part of it reflects imports of steel and other materials because of losses of U.K. output during the three-day week. The deficit on trade in manufactures and other goods actually shows a smaller increase than might have been forecast on the basis of 1972 trade shares.

The statistical forecasting exercise does suggest, however, that there was an underlying diversion of trade in manufactures towards the EEC, partly masked by different economic developments there and in other countries from which such goods are imported.

Such trade diversion may or may not have involved an economic cost. Diversion of trade generally leads to lower efficiency, but an increase in the total interchange of goods to higher efficiency.

The study suggests that the pattern of U.K. imports has recouped more strongly to the tariff changes which have resulted from joining the EEC than has the pattern of exports.

Membership has created some extra trade for U.K. exporters of finished manufactures, but little effect can be detected on exports of chemicals, textiles or basic metals.

The argument has two sides, as Mr. Cyril Smith, Rochdale's MP, a staunch defender of "King Cotton" and pro-Marketeer, frequently points out. Nonetheless, cotton's decline, and the clear signs that large sections of the important engineering industry are following the same path, are powerful factors in the local anti-Market campaign.

The difficulties are used to show that high investment and efficiency alone cannot guarantee the U.K.'s future in the Common Market, that Parliament is not in some ways (and important ones for cotton) "Sovereign" and that the EEC's regional policy may prove of little help.

The force of this anti-Market propaganda might be of less concern to the Market's supporters if they themselves were more aware of the region's economic problems, particularly in engineering, which is one of the biggest employers of skilled labour. But the progressive decline of this industry and the engineering industry in general, beginning of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

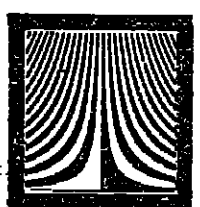
regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial Development Association (NORWIDA) is stalwarts of the pro-Euro campaign. Blackley (Mr. Paul Rose), industry and trade unions, and Heywood and Royton (Mr. Joel Barnett), were committed enough to send delegates to continued membership of the EEC, and is in no doubt about the problems. It points out that of the 64,000 jobs lost in the U.K. engineering industry last year, 63,500 went from the North West, most of them from the Manchester area.

The report points out that family income in Manchester is lower than in the notoriously depressed Merseyside and cites evidence of the growing sensitivity of Manchester to cyclical recession. While the local anti-Market groups have employed these local issues to campaign on, it is difficult to determine just how effectively they will use them. The regional Get Britain Out of the EEC campaign, can by only in the past week has the beginnings of a vicious circle of

regional economic decline seem barely to have been perceived by some local industrialists.

On the other hand, the North West Industrial



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

TEXTILES

Light beam checks seam position

THREE YOUNG electronics engineers, on their British Institute of Management course final year project with the slacks-dresses manufacturing Slimma Group, have devised (in collaboration with Slimma's production engineering services) an electronic unit which has very substantially reduced the seam splitting failure rate in the trousers production of the Lampeter factory of Slimma (Wales).

Marketed as Seam Tek by Dyfed Electronics, newly founded by inventors Terence Lewis, Ellis Jenkins and Roger Davies, the new device has effectively more than halved the rate of 'Slimma's returns to manufacture, recovering its initial capital outlay in nine months. Savings shown already at the Lampeter factory have more than justified initial project costs.

Dyfed and Slimma are working on many other manufacturing problems where automatic electronic control will give improved efficiency in output and quality.

Seam Tek is basically a combination of a light source and a light sensor which "sees" through the fabric being sewn. The light sensor is adjusted to activate a warning when light values received exceed the level which will penetrate two layers of fabric correctly in tandem. When two layers fed into the sewing machine get out of tandem, giving faulty seams, a warning light tells the machinist who can make an instant correction.

Slimma envisages being able to reduce considerably the cost of seam inspection, for the invention cuts out even marginal errors which might previously have got past the inspectors.

Although simple in construction and application, the Seam Tek was 18 months in development. The main problem was created by the force vibration associated with the mechanics of high speed sewing machines.

The solution was the simple development of a layout which sited the sensitive components away from the source of vibration at the sewing head with vibration tolerant sensor registers incorporated into the sewing bed and needle head of the seaming machines.

Roger Davies sees a very promising future for applied electronics in industry, and the company is initiating greatly



enlarged production capacity to deal with orders. Dyfed Electronics, 33 Teglyn-ydd, Swiss Valley, Felin-foel, Llanelli, Dyfed, Wales, SA11 2JL. Llanelli (05542) 2388.

High speed stitching machine

DEMONSTRATIONS of a new machine for the lockstitching of

outerwear, jackets, coats, uniforms and so on are to be held at the Knebworth, Herts, factory of Trubenised, Stevenage (0438) 812812.

The machine works at high speed. Styling parts to programme the machine are simple and can be made by one unskilled operator manning it.

Fullness or "ease" can be incorporated and the machine can be programmed to backstitch or stitch densely at any part of the stitching cycle and will also skip over a pocket and zip openings, etc. The sewing area is about 127 cm x 25 cm (50 inches x 10 inches).

Terence Lewis (left), Roger Davies and Ellis Jenkins of Llanelli who have set up their own company, Dyfed Electronics, to make and market the Seam Tek electronic sensor which cuts out faulty seaming in clothing manufacture.

NAVIGATION

Novel ship simulator

A CONTRACT worth over £250,000 has been placed with the Her Majesty's Shipbuilding Division of Decca Radar by the U.K. Department of Industry for the provision of a comprehensive ship simulator suitable for the training of bridge teams including ship's officers, pilots and helmsmen. It will be the first of its kind in the U.K. and includes features which are not to be found in any other ship simulator in the world.

Capable of providing anti-collision, navigation, pilotage and ship handling exercises for ships between 500 tonnes and 50,000 tonnes, it makes the "wheel" respond correctly to rudder and throttle, and the effects of tidal stream and depth of water under the keel. The manoeuvring behaviour of the vessel is governed by a computer mathematical

model developed jointly by the National Physical Laboratory Ship Division and by Decca. Incorporated are a wheelhouse with a bridge control console including wheel and autopilot, engine throttle, anti-collision radar, ship's telephone, radio communications, warning annunciators and chart table.

A major innovation is a bridge window through which can be seen the bows of own ship, lights of navigation marks and lights of other ships. Up to 14 lights can be shown at one time, for example 8 buoys and 2 other ships. The lights move with the correct perspective as own ship and the other ships move, and are properly correlated with the echoes on the radar display. Mounted above the bridge window are instruments, including heading repeater, log, rate of turn indicator, engine revolutions and clock. Engine and propeller noises and vibration are generated, varying correctly with engine revolutions. The simulator may be programmed for real or artificial exercise areas, which can be changed in a few minutes by inserting different magnetic tape cassettes. Each exercise is automatically recorded on a track plot for subsequent analysis, together with recordings of rpm, ship speed, rudder angle, rate of turn, drift angle and heading.

The complete simulator is built into two 36 feet "Portakabins", one containing the wheelhouse, equipment room and Captain's day cabin, and the other housing the bridge window projection system and screen. The general design is based on extensive trials with experienced Masters and pilots, and provides a high degree of realism. Approach channels of any length and complexity can be set up with no artificial restrictions on position of own ship. Navigation marks and other ships can be included in the same exercise.

Decca Radar, Decca House, 9 Albert Embankment, London, SE1 7SW. 01-736 8111.

MATERIALS

Lessens the risk of explosion

FOIL packing material which prevents volatile fuels, chemical solvents and gases in containers exploding in extreme heat, is now available for development trials in the U.K.

Called Explosafe, the material is an expanded aluminium alloy which is packed in rolls or layers into the storage vessels or fuel tanks, dividing the capacity into a multitude of tiny cells each so small that it cannot contain

enough oxygen to support combustion. There are about 20,000 cells for every gallon of capacity.

Tests have shown that punctured and nearly empty fuel tanks can be safely gas-welded when protected with Explosafe. Incendiary bullets fired into tanks containing highly volatile liquids failed to produce explosions during other tests as did fierce fires started beneath the tanks.

Explosafe will continue to protect up to its own melting point which is 650 degrees C, and it does not deteriorate with age, says the maker.

Apart from the cell structure created by layers of material

the continuous foil strands of Explosafe dissipate heat rapidly, serving to reduce "hot spots" and any vapour tends to condense on to the strands.

A feature of Explosafe is that it appears to fill completely the capacity of a container—it displaces only 0.5 per cent of the volume. It is also extremely light, only 1 pound being required for each gallon of liquid.

Explosafe is produced in the U.K. by Expametal Industrial Products, 16, Caxton Street, London, SW1A 0RA. (01-222) 77691, a subsidiary of the Expanded Metal Company, in association with Explosafe International NV.

DATA PROCESSING

Cables by shortest route

OFFSHORE DRILLING and production platforms must accommodate their own electricity generation and distribution systems to feed a wide variety of pumps, motors, compressors, and other types of equipment.

In order to facilitate the design of the many cables required on their North Sea rigs, the Shell/Esso consortium has contracted with the Electrical Research Association (ERA) for the utilisation of the CAPICS (Computer Aided Programming and Industrial Cabling System) suite of computer programs on six oil platforms currently in the design and construction stage.

CAPICS programs have been developed in three modules to offer the designer a design, material takeoff and planning

service that will take all cables along the shortest route, and size power cables, while leaving the designer a free hand to pre-size and/or pre-route particular cables if so desired, and to modify the design as new information comes to hand.

ERA, Cleeve Road, Leatherhead, Surrey KT22 7SA. Leatherhead 74151.

Dictionary controls data groups

DATAMANAGER, a data dictionary software package developed by Management Systems and Programming, with support from the U.K. Government's Software Products Scheme, is now available for IBM System 360/370 users operating any variant of DOS or OS.

Investment to date by MSP totals £150,000, with a planned

investment programme running through currently till December 1978 amounting overall to £4m. Sales projections world wide over the next three years, based on the initial extensive market survey carried out by MSP prior to embarking on the development, stand at 300 copies at an average current day cost of £5,000 per copy. Bearing in mind that estimates for users of Data Base worldwide currently stand at 1800 to 2000 this target, in a market where the need has already been perceived, is felt by MSP to be readily achievable.

Datamanager has been under development since March of 1974 and is scheduled for staged release during 1978. The first stage of the package, released on May 1, consists of the data dictionary set-up, maintenance and interrogation facilities. This is the central component of the package.

The dictionary is a centralised store of definitions concerning the total data resource of an organisation. In the case of this package the dictionary contains comprehensive information on the attributes and relationships between data groups.

The attributes define the data exactly giving its form and content, while the relationships define exactly its logical interactions with other dictionary members.

MSP is at 71 Gloucester Place, London W1H 3PT. 01-486 3947.

DOWTY

worldwide in aerospace equipment

Cheltenham, England

METALWORKING

Cast piece cleaning automated

FETTLING of cast components is a tedious and dirty job if it has to be carried out by hand. However, automated equipment is being offered by F. E. Rowland and Co. of Redditch. For use either with wet grinding or dry grinding (dust extraction) systems, the unit comprises a continuously rotating work carrier with adjustable tooling positions which match variations in component shapes.

The work retaining unit consists of an endless belt and support pulleys which revolve in step with the carrier and clamps the component positively into the location blocks. Clamping tension is applied by a system of balance weights.

Carbide grinding discs are used with wheel wear indicated by a warning light at the push-button station. Totally enclosed fan-cooled motors provide the drive.

Equipment of this type has already been applied for the removal of casting flash from hexagonal parts in stainless steel railway chairs, and brake cylinder bodies among others. F. E. Rowland and Co. Cheltenham, Station Road, Redditch, Stockport. 061-482-3301.

HANDLING

Van loading made easy

MECHANICAL handling equipment company G. Hunter (London) has a new Htable with a swing lip—the Van Loader—for loading vehicles from ground level.

In operation, a pallet truck is moved on to the Htable which is flush to the floor. Press button control raises the platform to the vehicle bed height and lowers the swing lip to rest on the bed. The pallet truck is easily pushed into the vehicle, unloads or loads, is moved back onto the Htable which reverses the process.

Available in two- and three-metre capacities, and platform sizes of 1.5 metres by 0.5 metres or 3 metres, the unit provides lift heights up to 2 metres.

G. Hunter (London), Gurney Road, Grays, Essex (0375 5155).



May your operator accept this bouquet?

We think the Telephone Operator does a splendid job—often in conditions that are hindering instead of helping efficiency.

So now we've perfected the Thorn Ericsson PABX, we are convinced that the best way to ensure peak efficiency is to be sure of good operating.

So with ample evidence in our files that operator keenness and involvement are today in direct ratio to the operating environment we can now offer expert advice on matters like:

A complete appreciation in fact of the environment you must be able to offer today.

Its a service that comes with the installation.

A Thorn Ericsson PABX offers many superb facilities. It will switch itself to night lines—automatically. It will hold on and ring back when an engaged extension becomes free—automatically.

A dozen facilities like these help cut costs, save time, save labour. Installation is trouble-free, delivery dates are good and remember—a Thorn Ericsson

PABX can build up like bricks as traffic demands.

Makes sense? Makes your present system seem a bit ancient?

Then get the full facts—write or ring Dept. FT3, PABX Division, Thorn Ericsson Telecommunications (Sales) Ltd., Viking House, Foundry Lane, Horsham, Sussex. Telephone: Horsham 64166.



Trailer can lift cable drums

THE FIRST of 15 completely self contained trailers custom-built by Eagle Engineering of Warwick for the Post Office is en route for Russia to be displayed at SVIAZ, the communication systems and equipment exhibition which opens at the Sokolniki Park, Moscow on May 22.

Capable of self loading and transporting large cable drums up to 74 feet in diameter and weighing more than 4 tons each, the vehicle was conceived by the Post Office and developed by Eagle.

A petrol engine controlled from either the front or rear of the trailer powers the hydraulic system, pump circulating oil from the reservoir to which it is returned after passing through valve banks along the length of

the trailer. To load a cable drum the trailer is positioned alongside and stabilising jacks hydraulically lowered from their travelling position on the trailer; after which twin hydraulic cylinders pivot the selected cable drum support frame outwards over the drum. Drop arms hinged off this frame housing support brackets for the drum spindles.

Once secured the drum is raised and swung over the trailer frame where the drop arms are pegged to prevent movement during transit and clamp shoes lock onto the drum rims. These shoes illustrate another dual function as they also act as brakes, regulating drum rotation during cable laying.

Drums can be loaded or unloaded to either side of the unit, control valves being mounted both sides to provide best operator vision. Hydraulic power is also employed to drive a generator for site lighting etc., and for the rear winch and rope storage reel.

Eagle Engineering, Warwick (0826 44321).

PROCESSING

Hair dried faster

HUMAN and synthetic hair is being dried up to 60 times faster by using a combined microwave and hot air oven instead of a conventional electric oven at Socross Hair Company, London, S.W.16. The new oven, supplied by Hirst Electric Industries Limited, Crawley, Sussex, is used to bake-dry prepared hair for supply to the wig-making industry over the country. It measures 31 inches wide by 32 inches high and replaces two

ovens 7 feet wide and 6 feet high that were previously used. Hirst has called it Artclair, and it is the first unit of its type to be installed for use in the preparation of hair-pieces, but other ovens are used industrially and in laboratories to dry thoroughly and rapidly samples for evaluating moisture content of a range of materials.

It operates on mains input of 220/240 volts, 50 Hz. The microwave output is continuously variable between 500 watts and 2 kW. The hot air consumption is 3 kW and gives up to 550 degrees F in the cavity controlled by thermostat.

BOC Homecare Ltd, House, London W6 8DX. (01-748 2020.)

COMMUNICATIONS

Link to oil rig

A TROPOSPHERIC scatter radio communications link between a

Burmah Oil Development oil production platform in Thistle Field in the North Sea and a Post Office coast station at Mossy Hill, Scousburgh, in the Shetlands is to be supplied by Marconi Communications Systems.

The order is for over £1m, and it follows a series of contracts won by Marconi over the

past two years to supply similar systems to British Petroleum, Phillips Petroleum, Occidental, Mobil and Total Oil Marine. The system is being designed by Burmah Engineering; when complete it will be the most northerly in the North Sea oil area and will span a distance of 140 miles.

Using Marconi's H3112/H3712 equipment and operating at 2.0 GHz, the link will have an ultimate capacity of 72 channels for telephone, telegraph and data communications. It is expected to come into operation during 1978.

ELECTRONICS

TV tube can see by starlight

MULLARD has a new intensified silicon-videcon (ISV) television light tube while retaining the capture for use in low light level TV (LLLTV) systems. Designated 70XQ, the new device is one of a family of LLLTV pickup tubes now available.

70XQ family members have a typical sensitivity of 200 micro-amperes per lumen and a resolution of 30 per cent modulation depth at 400 TV lines per picture height. All four tubes in the family have a wide dynamic range, which allows them to produce usable output signals at light levels as low as near starlight. The ability of giving high quality pictures at light levels that would only be marginal for conventional pickup tubes, Torrington Place, London WC1. 01-580 6633.

Operators' room layout. Siting of operator positions to minimise fatigue. The right choice of furniture, furnishings and personal facilities. Built-in drawer space. Easy access to directory information.

PABX
THORN ERICSSON

The public client and the construction industries

How public clients and the construction industries can work together to improve efficiency and value for money.

Three one-day conferences organised by the National Economic Development Office in conjunction with the Royal Institute of Public Administration. 17 June 1978 The Bloomsbury Centre Hotel, London. 24 June 1978 Piccadilly Hotel, Manchester. 1 July 1978 Excelsior Hotel, Glasgow Airport.

These conferences are being arranged to bring together representatives of public clients, their consultants and contractors to consider the findings of the report 'The public client and the construction industries' and the ways in which they can be implemented.

The report looks at the ways in which local authorities, government departments, nationalised industries and other public bodies organise their construction programmes which between them account for over £4 billion a year. It examines how the procedures involved affect the efficiency of the construction industry and makes practical proposals to improve the situation.

The programmes are arranged to allow full discussions of the implications of the changes proposed for clients, consultants and contractors.

All three conferences will be chaired by Sir Kenneth Wood, Chairman of the Working Party which undertook the study and proposed the recommendations for change contained in the report. Each conference will have four sessions and a panel of distinguished speakers will initiate and contribute to the discussion on each topic taking as their theme the main findings of the report.

PROGRAMME
Session 1 Opening and presentation of report
Session 2 The role of the client
Session 3 Selecting the design team
Session 4 Selecting the contractor

REGISTRATION (please use BLOCK CAPITALS) FT215

Please tick the following categories to attend the conference. The Public Client and the Construction Industries, etc.

17 June 1978 (London) ☐ 24 June 1978 (Manchester) ☐ 1 July 1978 (Glasgow) ☐

Name Position

Organisation

Address

FEES The delegate fee is £15.00. This includes a copy of the report (which will be sent to you after receipt of your registration form and cheque), morning coffee, lunch and afternoon tea.

I enclose cheque for £15 per delegate.

Authorised by (Signature) Date

Please send no cash payment. All cheques must be made payable to the National Economic Development Office.

Room 1005 National Economic Development Office Millbank Tower, Millbank, London SW1 4DX

Telephone 01-211 6886 or 6882

Prices
a
b

You

SC

41 y

Conti

in the

proce

Ferro

Non-

George C

FINANCIAL TIMES SURVEY

Wednesday May 21 1975

J. J. Smith

FERROUS SCRAP

Twelve months ago the ferrous scrap industry could not provide enough material for the country's steel producers. Now the situation has completely altered and prices have slumped accordingly. However, the longer term situation should certainly prove favourable for ferrous scrap.

Prices at a low ebb

THE LAST 12 months have been extraordinarily turbulent for Britain's ferrous scrap industry. This time last year the industry could not provide enough material for the country's steel producers and the price of scrap averaged around £20 a tonne. Now offers of deliveries are being turned away, particularly by the British Steel Corporation's depressed strip mills in South Wales, and prices are not averaging more than £20 a tonne.

It is estimated that over 52 per cent. of all the steel produced in Britain comes from scrap. It is the source of around 75 per cent. of all cast steel, 50 per cent. of all wrought iron and 60 per cent. of all refined pig iron. It is easy to see, therefore, that ferrous scrap, and the industry formed around the collection of the material, makes an immense contribution to the U.K.'s balance of payments, saving the nation the cost of importing millions of tonnes of iron ore each year.

In a normal year—which 1975 will not be—the U.K. uses nearly 19m. tonnes of ferrous scrap, with the British Steel Corporation consuming some 12m. tonnes, other steelmakers 3m. tonnes and iron foundries some 4m. tonnes.

About half of this scrap is recycled in the course of production in steelworks and foundries, while most of the remainder is recovered by the reclamation industry, using increasingly sophisticated machinery. Scrap is now very big business—annual turnover of the ferrous scrap sector of reclamation is well in excess of £300m.—yet there still appears to be room for the small man within it.

Although four companies account for about half of the trade carried out in scrap in the U.K., the British Scrap Federation has more than 700 members and it has been suggested that there may be as many as 20,000 collectors in all, ranging from the horse and cart brigade to the highly sophisticated concerns at the top of the industry.

Pinch

Some of the smaller concerns are obviously feeling the pinch at the moment, with the industry in the depths of recession, but this is not true of all. One of the very biggest companies pointed out to me recently that the important thing for those engaged in the industry to remember now was that it was their margins which must be

retained not prices. And most of them, he said, realised the point very well.

A high selling price is not necessarily a good thing. If the agreed price for scrap rises, the dealer has simply had to pass on this increase to his suppliers. In that event, all that a high selling price means to him is that he is carrying a higher value of stocks and work in progress (even though the tonnage remains the same) and so shows an even smaller return on capital employed. He may also have to increase his bank borrowings to finance the stock.

It is only possible to maintain margins if demand does not collapse, however, and in this respect some companies have been more fortunate than others. In general, it appears to be the larger companies which have avoided the worst of the cut-back in orders.

This may be partly due to the stated intention of the British Steel Corporation, the scrap industry's biggest customer, to concentrate its business into fewer hands. Last autumn the BSC introduced what was called a two-tier buying system in an attempt to reduce the number of merchants—then about 260—which it dealt with.

Under the two-tier system the Corporation began to pay premiums for agreed tonnages to three leading merchants—the Cohen 800 Group, Thos. W. Ward and Cooper. Later the number was extended, but not so far as to include all the BSC's previous suppliers.

At present the BSC is reviewing its list of scrap suppliers and is likely to omit quite a number, particularly those which it feels do not have adequate processing plant. In the past the Corporation claims that it has had a problem over quality, partly attributable to the inadequate sorting equipment operated by some merchants.

Reduction

It is also possible, of course, that apart from anything the BSC might do, the natural course of events during the recession could lead to some reduction in the number of merchants.

On the other hand, as the Corporation seems intent on putting its relationship with the merchants in order, there is less likelihood that it will take the direct stake in the scrap industry which once looked probable—certainly not in the short-term.

Apart from the volatile nature of demand, and the strong impact this has had on prices, the scrap industry has also had to cope with a great deal of restructuring and uncertainty because of Britain's membership of the European Coal and Steel Community. In general, it should be emphasised, the industry firmly believes that the U.K. should remain in EEC, but there can be no doubt that the transition period which it went through before full membership was attained caused many headaches.

This was not really surprising, however. Until Britain went

into the EEC the operation of the scrap industry had been down to £10 a tonne, which means that it is hardly worth while bothering to collect this type of scrap in some areas.

Since the start of this year export restrictions on scrap to fellow member countries of the ECSC have been freed, but there are still fairly stringent restrictions on sales to third countries. The merchants obviously want those controls relaxed.

Last year—the final one before transition to the ECSC—the industry exported only 311,000 tonnes of scrap, worth nearly £12m. In the first two months of this year, on the other

hand, overseas sales amounted to 84,986 tonnes, worth around £3.8m.

Exports are already increasing, therefore, following the end of the controls on sales within the ECSC, and Britain's steelmakers are not likely to want to see a much greater proportion of scrap start leaving the country. Parts of the private sector steel industry are particularly anxious that exports should not get out of hand.

The general feeling within the sector is that the market for steel could be booming again in two years' time. This would mean that scrap—the most important basic material for much of the private sector, since

it makes up most of the charge fed to electric arc furnaces—will become scarce again.

Certainly this seems to be the Government's assumption. Its one real complaint about membership of the ECSC has been that this has meant that it has been unable to control private sector steel investment, and particularly the proliferation of scrap-consuming mini-mills. And the Government's "War on Waste" Green Paper, produced last year, also assumed that longer term market forces were favourable to further growth in scrap recovery.

Harold Bolter
Industrial Editor

Dual benefit

THE CLAIM that the scrap industry removes an ugly scar while providing a valuable national asset is unlikely to be challenged and it is to be hoped that its dual contribution to the economy and to the protection of the environment will increase further.

The price surge was a very short-lived phenomenon, however. Almost as soon as the last price rise was agreed between the merchants and the BSC, evidence was mounting that the bottom was about to drop out of the market for steel world-wide and that scrap prices would come under pressure.

And that is what happened. Since the middle of January this year the price of best quality ferrous scrap has slipped from £35 to £24 a tonne, while the price for lower grades is now down to £10 a tonne, which means that it is hardly worth while bothering to collect this type of scrap in some areas.

machines, equipment and buildings which are being constantly replaced by rapidly expanding technology.

It is equally true to say that while the industry's contribution is immense, its value has been underestimated for far too long. Few sectors have had to fight against such a poor image and convince people that it involves tens of thousands of people, from totters to giant companies, providing Britain's steel industry with between 7m. and 8m. tonnes of raw materials a year.

But if the past record has taken into account, a quarter of gone largely unrecognised, its total requirements, overall, the balance of payments are changing quite rapidly.

CONTINUED ON NEXT PAGE

You can't
SCRAP
141 years
continuous experience
in the handling and
processing of
Ferrous and
Non-Ferrous Metal

George Cohen Sons & Company Ltd

Head Office 600 Wood Lane London W12 7RL Telephone 01-743 2070

and at Birmingham Bradford Kettering Leeds Letchworth Manchester Middlesbrough Morriston
Belfast Sheffield Southampton Southall

How will HMS 'Lion'
serve the
nation next?



Pictured on arrival at Ward's Inverkeithing shipbreaking yard on April 24th, 1975, 'Lion' has come to the end of her useful life as a ship of the line. But her active role in the country's affairs is far from finished. For she is to yield 8,500 tons of valuable ferrous metals for the British steel industry. Ship dismantling at 3 major yards is just one recycling activity of the Ward Group. A further 21 scrap metal

works throughout the country and a Works Dismantling division collect, grade, reprocess and distribute ferrous and non-ferrous metals on a vast scale, producing an essential raw material for many of the goods we use and export. So, from helping to maintain the balance of power, 'Lion' will now materially aid her country's balance of payments, as part of the continuing contribution Ward makes to industry's needs.



THE WARD GROUP

Companies dealing with ferrous & non-ferrous metals are:

Thos. W. Ward Ltd., Albion Works, Savile Street, Sheffield S4 7UL

Tel: 26311 (STD 0742).

London Office: Chestergate House, Vauxhall Bridge Road,

London SE1V 1HE Tel: 01-834 8595.

John Lee & Son (Grantham) Ltd., Welby Street, Grantham, Lincs.

Tel: 5501 (STD 0476).

Ilkeston Metal & Waste Co. Ltd., Rutland Street, Ilkeston, Derbs.

Tel: 4373 (STD 0607-2).

E. J. Webster Ltd., 119 Bow Road, London E3.

Tel: 01-980 6152. (non-ferrous scrap)

E. J. Webster (Northern) Ltd., 76 Hillside Road, Leeds 10

Tel: 74098 (STD 0532). (non-ferrous scrap)

Alexander Metal Co. Ltd., Broad Lanes, Bilston, W. Midlands.

Tel: 41964 (STD 0902). (non-ferrous ingots)

WHO ELSE CAN PROCESS 2¼ MILLION TONS OF SCRAP A YEAR?

We can—with the greatest range of modern plant in Europe.

So we're big. But not too big to care. All those metal mouths take some feeding. If you have scrap to spare, however little, get in touch.

We're privately owned. You'll find us good to do business with.

IF YOU NEED PROCESSED SCRAP, OR SCRAP PROCESSING, BETTER CALL BIRDS.



THE BIRD GROUP OF COMPANIES
Birmingham Road, Stratford-upon-Avon
Warwickshire, England
Telephone 0789 3222/3/4
Telex 31613 Grams Quicksale S-on-A
and Birds (Swansea) Ltd.
St. Maur, Beaufort Square, Chepstow,
Gwent. Telephone Chepstow 5131
In America:
Bird International Corporation,
Portsmouth, Virginia
Telephone 804 397 4821
LONG MARSTON - MORRISTON - SWANSEA
EBBVALE - RISCIA - NEWPORT - CARDIFF
BRISTOL - GLASGOW - BIRKENHEAD - ST. HELENS
STOKE-ON-TRENT - CYMRHAN - LONDON
PORTSMOUTH



FRAGMENTATION PLANTS - INTEGRATED SCRAP PROCESSING PLANTS IN STEELWORKS - DEMOLITION - FLEET OF MOBILE BALERS - STATIC BAILING INSTALLATIONS - GIANT SHEARS

UNICORN SCRAP PROCESSORS LIMITED

Registered Office
BALTIC HOUSE
MOUNT STUART SQUARE
CARDIFF
TELEPHONE CARDIFF 31281

CONSTITUENT COMPANIES:

C. F. BOOTH LIMITED	Clarence Metal Works, Armer Street, Rotherham,
A. G. CLOWES & CO. LTD.	Bower Works, 327, Coleford Road, Sheffield,
CHURCH & BRAMHALL LTD	Heath Road, Darlaston, Wednesbury, West Midlands,
A. DRAPER & SON LTD,	371, Wincolmelee, Hull, North Humberside,
JOHN EASTWOOD & SON LTD,	Andersontown Road, Belfast,
HOWARD & PEPPERELL LTD,	359, Greenland Road, Sheffield,
W. HAROLD JOHN & CO. LTD,	Adelaide Street, Crindau, Newport,
E. PEARSE & CO. LTD,	Christow Road, Marsh Barton, Exeter,
GEORGE TAYLOR (CLAYTON) LTD,	Carlton Works, Transvaal Street, Clayton, Manchester,
THAMES METAL CO. LTD,	Angerstein Wharf, Horn Lane, Greenwich, London S.E.10,
A. WEBSTER LTD.	Victoria Road, Willesden Junction, London NW10,
A. E. KNILL & COMPANY LTD,	5, Dock Chambers, Bute Street, Cardiff.

FERROUS SCRAP II

Interdependence in markets

THE U.K.'s biggest user of the stockpiling currently are some longer term happenings which could have some effect on the markets for scrap. The development of the mini-mills in the U.K. is one factor. They currently use only scrap with their electric arc furnaces as their raw material because they have electric arc furnaces. At present electric arc furnaces account for around 15 per cent of the U.K. steel industry's normal output. They use high-grade scrap and produce high-quality, low-volume special steels.

What of the other main customers of the ferrous scrap? Demand by such customers is also very much reduced just now. And that industry in 1974 did not have such a successful year as had been expected.

Production of iron castings totalled 3.19m. tonnes, some 7 per cent below that for 1973 and 3 per cent down on the market was the ironfoundries, 1972 performance. In fact, it was the lowest annual tonnage since 1947 and could be attributed to the misfortunes of two of the industry's largest customers—the motor industry and the steel industry.

Things can scarcely have improved for the ironfoundries because both these major markets—and the automobile sector, which embraces passenger cars, commercial vehicles, diesel engines, tractors and cycles, takes nearly one-third of all the iron castings produced in the U.K.—still show no real signs of recovery from the doldrums into which they have sunk.

The ironfoundries' scrap requirements are selective and differ from those of the steel-makers. So last year the four-dries, unlike the steel producers, had no real difficulty in obtaining their full requirements of scrap provided they were prepared to pay the high prices demanded. Now, of course, the motor and consumer durable industries of the special steels, foot and many of the ironfoundries are more or less telling the scrap merchants what they will pay rather than requesting a price quotation.

While most people are currently shying away from commenting on the immediate future prospects for the U.K. ferrous scrap industry, there is a possibility that the steel industry will be in continuous short supply in future. It seems certain the world will go on using its steel for things like fridges, freezers and cars so that, when it is scrapped, it has plastic and cloth sticking to it.

Shortages

And last year's scrap shortages certainly influenced to extent the BSC's decision to go ahead with a direct reduction plant at Hunterston on the Ayrshire coast. This plant, which will be small by industry standards and cost £20m. or so, will take high-grade iron ore from Sweden and put it through hot gas to increase the iron content from 65 per cent to 93 per cent. The resulting pellets of iron can be used by electric arc furnaces instead of scrap. The BSC already knows it can use the pellets in this way because it tested them four years ago at two of its plants.

The proposed BSC direct reduction—or pelletisation plant—is based on German technology. The rights to the process—called Midrex—belong to the Korf group, which is using the material produced at one of its own mini-mills. An American group is also using the pellets.

The new BSC direct reduction plant will take about three years to get into operation. There is also a good chance that the private sector steel-makers will build another direct reduction plant at Hunterston, this one with a projected output double the 400,000 tonnes Corporation's plant would turn out each year.

All this activity indicates that the steel industry feels that the supply of good quality scrap will be in continuous short supply in future. It seems certain the world will go on using its steel for things like fridges, freezers and cars so that, when it is scrapped, it has plastic and cloth sticking to it.

Kenneth Gooding

Dual benefit

CONTINUED FROM PREVIOUS PAGE

with the growing awareness that natural resources are becoming scarce as consumption accelerates.

Recycling has been given the official "stamp of approval" by the Government, which believes that a new national effort to conserve and reclaim resources is long overdue.

The drive for conservation and reclamation will, of course, be aimed at a far wider world than that of ferrous scrap, although this is one of the greatest potential areas for savings. Every day, all kinds of items are thrown out from homes, factories, offices and shops, amounting to an estimated 40m. tonnes a year or even more and such large-scale losses of potential raw materials can have serious repercussions for the U.K., so heavily dependent on imports.

Another factor to be considered is the question of pollution, for if wastes are not recovered they have to be disposed of in another way, and this generally involves tipping on land—a practice which has arrived at the centre of a new controversy because of the dangerous industrial substances now being dumped—or discharged into water. Either method of disposal can cause serious pollution problems and with increasing concern for protection of the environment, higher standards of disposal are becoming necessary.

Metals form the group of materials with the best record to date for overall recycling and in the case of common metals around half of the material used in the production process is scrap. This figure does, however, include the "new" scrap which is simply fed back into production and represents an uncontaminated, homogeneous and concentrated supply of material which has none of the problems associated with old scrap derived from discarded products.

The growth of metal reclamation in the U.K. originates from the lack of natural raw materials upon which to found a primary smelting industry. Added to this, metals are among the most easily recycled materials and provided they are recovered in good condition, free from contamination by other metals, then they need only be added to the smelter and remelted.

An area where the separation of metals causes considerable technical difficulties and yet where reclamation can have one of the most direct environmental impacts is the case of the tin can. Most of this product is steel, covered by a thin coating of tin and soldered with a tin-lead alloy. It may also be contaminated with lacquers, recovery, seem a small step but

organic wastes and with aluminium. This metal finds complex uses at re-use and it is thought that about 750,000 tonnes of tin cans are thrown away in domestic refuse every year, representing a significant loss of steel from the reclamation cycle.

Present methods of recovery of metal cans from mixed refuse invariably result in a good deal of contamination of the material, and to improve the quality would mean further processing and would also impose further costs on local authorities. Cans separated at source by householders are more likely to be free of contamination but this would clearly require the general support of the public.

Nevertheless, overshadowing all the technical problems associated with recycling—namely collection, separation, cleaning and recovery—is the economic aspect. All too often reclamation has remained a "fashion" to be followed only when shortages of virgin materials arise and this basic attitude will clearly have to change.

Local authorities, for instance, are understandably reluctant to embark upon expensive schemes to produce clean refuse cans unless they have some confidence of a continuing outlet at reasonable price levels. While companies engaged in the recovery process are equally wary of large capital commitments if both their source of supply and their outlets are uncertain. At the moment, the majority of metal container produced are thrown away and it may well be that the economics of recycling will dictate that this continues, unless other factors, such as overseas trade balances, take on a greater influence.

From the conservationist point of view it would be encouraging to report that a growing proportion of used cans were now being recovered by the two available processes, de-tinning or melting. In fact, the reverse is the case.

One of the most interesting recent developments in the tin recycling field has been the new company established jointly by Metal Box—the U.K.'s biggest can manufacturer—the British Steel Corporation and Batchelor Robinson, the largest scrap tin-plate recovery company in the country. The new company, Material Recovery, is to recycle cans from domestic waste with what it claims to be a unique process and it envisages as much as 400,000 tonnes of scrap a year being handled in the long-term.

It may, in the context of the overall potential for materials recovery, seem a small step but

any increases in reclamation and recycling activity should be welcomed by all those anxious to establish improvements in environmental quality. They are improvements which will only come about with the full support of every sector of the community, not merely the scrap industry. Local authorities, industry and the public will have a part to play in saving the nation money while preventing any further deterioration in environmental standards which can so easily slip in a "throw away" society.

Michael Cassell

TREVOR WILLIAMS (METALS) LTD.

Specialists in buying and selling

TITANIUM

In the form of Turnings, Sheet & Plate Offcuts, etc.

Also
Buyers & Sellers
of all Ferrous
& Non Ferrous
Metals

Morfa Deining Works
LLANELLI, Dyfed,
SA15 2AB, South Wales
Tel. Llanelli 4524
and 59277
Telex 48459

PRINCIPAL BUYERS AND GRADERS
OF STEELWORKS AND FOUNDRY SCRAP
IN SOUTH EAST ENGLAND FOR
EXPORT TO E.E.C. CONSUMERS

LYNCH

CONTACT: DAVID WARD—DIRECTOR
M. LYNCH & SON (METALS) LTD.—MEDWAY 74661
TELEX 965352

Established 1835
G. A. ROBINSON & COMPANY
(GREENWICH) LTD.

FERROUS & NON-FERROUS SCRAP
IMPORTERS & EXPORTERS

ANCHOR IRON WHARF
LASSELL STREET, E. GREENWICH
LONDON SE10 3PE

01-858 3103
Telex 896283

And at
Dowells Wharf
Creek Road
Greenwich, SE10 9DB

مكتبة المجلد

Shortages likely to occur again

THE RECENT news that Welsh steelworks were declining to accept further scrap deliveries for the time being is but the latest blow in what must be as severe and rapid a reversal of fortunes as the ferrous scrap industry has seen for a long while. In these inflationary times, frequent price changes are the order of the day, and scrap has been no exception. So far this year, the price paid by steelmills has changed four times—but in a downwards direction. And this has happened hard on the heels of a period in which prices were fast going up—four advances in 1974—and severe shortages of material were occurring.

Slump

Behind it all, of course, is the slump in steel demand which has hit all the world's major steel producers at much the same time, forcing output down to near disaster levels. So had the situation become that, on the Continent, some producers put in a plea for aid to the European Commission (which very largely rejected it), while, in Britain itself, the slump has resulted in the well-publicised short-term redundancy proposals of Sir Monty Finniston, the British Steel Corporation chairman, which come on top of the existing long-term plans to reduce the BSC labour force (and which have helped to lead to the almost ludicrous—if it had not been so serious—row between Sir Monty and Mr. Anthony Wedgwood Benn, the Industry Secretary).

The scrap merchants themselves are caught two ways by the consequent effects on them of changes in the demand and price equation. First, they suffer in the same way as any

business when its sales turnover drops. And, second, they face additional problems caused by the fact that the supply of scrap material, although it can vary considerably, does not necessarily bear much relation to demand, and that their own suppliers still expect to be paid at least the pre-existing level when the prices the merchant can command fall.

A little over 50 per cent. of Britain's steel is made from scrap (not to mention 75 per cent. of all cast steel, 80 per cent. of all wrought iron, and 60 per cent. of all refined pig iron). But this material can be divided into three types.

First there is process scrap: material which arises during the production of goods manufactured from steel. This includes, for example, the swarf from motor industry drilling and milling operations or bushy turnings from lathes, and so on. Perhaps up to 18 per cent. of new steel, it is estimated, becomes scrap during the finished goods manufacturing process.

Second comes capital scrap—the material that springs immediately to the mind of most laymen when scrap metal is mentioned. This is the stuff reclaimed from manufactured products of one sort or another which contain steel and which have been discarded as having reached the end of their working lives.

Third, there is circulating scrap: scrap that arises in the steelworks themselves. Some thing like 30 per cent. of the total steel melt ends up as scrap in the steelworks, and is put straight back into the melting pot.

Overall, the steel industry buys in some 50 per cent. of the

scrap it uses from outside. Last year, its total consumption was 12.2m. tonnes, of which 6.6m. tonnes were purchased at home. 112,000 tonnes were imported (for the middle part of the year was a period of acute shortages) and 5.5m. tonnes arose in the steelworks, with 54.8 per cent. of the scrap used being bought from the merchants. Clearly, when steel production falls, it is the level of scrap bought from outside which is cut back (though the amount arising in steelworks does also decline, of course) so that the proportional demand drop experienced by merchants is even greater than the fall-off in steel output.

Tight

And this is just what has been happening. It follows a boom period last year, when prices rose by an average of around £17 a tonne (which meant that good quality melting scrap, for example, was costing the BSC around £25 a tonne at the year-end against perhaps £12 a tonne in early 1973) and supplies were very tight indeed.

Thus, in May, BSC was seeking deliveries of around 100,000 tonnes a week (which was roughly what the average over the whole year worked out at) and complaining that it was lucky if the actual figure was up to 60,000 tonnes. In July, it was reported that so great was the world shortage of steel scrap that one American company had taken to the expensive process of ripping the steel linings out of old oil wells to help build up supplies.

As demand in Britain peaked in the middle of the year, the export restrictions by the U.S. progression toward greater ex-

port freedom for merchants was halted and then reversed despite Common Market membership and its requirement that sales to the EEC, at least, be gradually freed over transition period following the demise of the pricing and marketing agreement which, for over 30 years, had tied the merchants to the British steel industry and was associated with tight State control on the overseas sale of what is regarded as a strategic material.

At the same time, BSC introduced, in some secrecy, a policy of paying premium prices to selected merchants in a controversial bid to gain security of supplies. As late as November, overall prices were still rising, and some surprise was occasioned by the Government's honouring the Common Market commitment to free exports to the other European Coal and Steel Community countries when it did so at the year end (though it is difficult to see that there was any alternative).

But it was not long before it became clear that the situation was changing, and changing very rapidly. In January, prices started falling. In February BSC imposed price cuts and the British Scrap Federation was reporting "a rather gloomy picture with little or no encouragement or relief from overseas markets."

The Continental market was still weak, with very little demand for scrap in some of the taken to the expensive process of ripping the steel linings out of old oil wells to help build up supplies.

As demand in Britain peaked in the middle of the year, the export restrictions by the U.S. progression toward greater ex-

CONTINUED ON NEXT PAGE

A new consortium

THERE CAN be few industries so tightly integrated in their operations as the ferrous scrap industry. At one end of the scale are the tatters, gipsies and boys with barrows and very small businesses doing their own collections of abandoned ferrous and other material and undertaking some rudimentary sorting of it.

Generally they sell to the 800 or so medium to large merchants handling 5,000 tons upwards a year, doing most of the central collecting and employing extremely sophisticated equipment in many cases. More than half of these larger companies sell directly to steelworks. The remainder deal with the others before their products, too, find their way to the steelmakers.

This outline of the industry structure shows quite clearly how one company relies on and how even the men George Cohen 600 Group by subsidiary of London and Northern with the "Steptoe and Son" which their scrap operations were combined. Thorn ended up the parent company of Cooper deed, the tatters and so on prob-

ably supply 10 per cent. of all scrap, much of it of very high quality, and at the same time meet a national need in the cleaning up of the countryside. At the other end of the industry, the largest ferrous scrap business in Britain is undoubtedly 600 Metal Holdings which resulted from a major shake-up among some of the most prominent companies in the early 1970s. It started when Thorn Electrical Industries acquired Metal Industries which, in turn, had as one of its offshoots Cox and Danks, a big ferrous scrap business. Also in the MI portfolio was Shipbreaking Industries (whose operations are obvious from its name) and John Allan (Glenpark), a non-ferrous scrap concern.

Thorn could not see these businesses as very much in line with its mainstream operations, the bigger end of the industry and completed a deal with the George Cohen 600 Group by subsidiary of London and Northern with the "Steptoe and Son" which their scrap operations were combined. Thorn ended up the parent company of Cooper deed, the tatters and so on prob-

600 Metal Holdings and the 600 Group took on the responsibility for its management.

Second in the ferrous scrap league is Thos. W. Ward whose founder actually began the business by collecting scrap metal with a barrow. The Ward story is not unique in the industry. Most of the companies have been built up by successful entrepreneurs who were willing to go out and snap up bigger and briefer opportunities when they were patented.

Companies like the 600 Group and Ward used the profits from their scrap business to diversify into allied operations. So it is that Ward now has big engineering interests and, among other things, the 600 Group is one of the U.K.'s major manufacturers of machine tools.

Other important companies at the bigger end of the industry include United Scrap, a subsidiary of London and Northern Securities and at the same time the parent company of Cooper deed, the tatters and so on prob-

mainly concerned with scrap. United also takes in John R. Adams of Glasgow, another well-known name in the industry.

Then there is Brassyway, based in the Midlands; the Bird Group which through Birds (Swansea) and other subsidiaries is one of the leading processors of high density scrap; Arnott and Young, probably the largest ferrous merchant in Scotland; Church and Bramhall, another Midlands-based business; and Procter Cohen, another 600 Group subsidiary which specialises in the scrapping of cars.

Expensive

Although this is an integrated industry and one where the big boys feel they have the responsibility to look after the smaller fry because that is the only way they can make the system continue to work properly, there has been a tendency for the larger companies to get larger.

This is because what used to be a labour-intensive industry, and, indeed, remains so in many of its operations—has in recent years tended to become more capital intensive. This is particularly so because of the need to have expensive processing equipment. Not long ago a scrap yard might have had a crane and small shears but the main work was done by men with crowbars, hammers, burners and other tools. Now yards have huge hydraulic guillotine shears, special fragmenting plant, car crushers and so on. The best yards are being roofed over to give factory-like conditions with flow-line techniques.

All this, and the fact that some scrap processing machines cost well over £1m. each, shows just how sophisticated the business has become. And, to support all this capital equipment, the throughput must be kept as high as possible and turnover increased.

The scenario is one which in other industries tends to lead to mergers, in the U.K. a perfectly natural way for companies to gain "instant bigness." However, the ferrous scrap industry seems to be trying a different approach. Only a couple of months ago 13 medium-sized companies formed themselves into a consortium, which they have called Unicorn, to trade in ferrous scrap.

The rest of the industry is now watching carefully to see how well the idea succeeds. Given the difficult trading conditions at the moment, success will have to be worked for. But if the Unicorn scheme works, then we can expect other consortia springing up to follow its lead.

Kenneth Gooding

SERVICE TO STEEL

COOPERS (METALS) LIMITED

Telephone
(0793) 29151
(20 Lines)
Telex 44251



BRIDGE HOUSE,
GIPSY LANE,
SWINDON
SN2 6DZ

WITH OFFICES AND DEPOTS AT

Shoreham	(079-17) 2848	Birmingham	(021-558) 4431/2,3
Greenwich	(01-858) 3103	Runcorn—Cheshire	(09285) 63211/22
Tottenham	(01-801) 1266.7	Sheffield	(0742) 25294.5
Sharpness Docks—Glos.	(045-384) 355/455	Newcastle	(0632) 862110
Stroud	(045-388) 2931	Stonehouse—Glos.	(045-382) 4194

LEADERS IN SCRAP PROCESSING AND SUPPLIES
FOR THE STEEL AND FOUNDRY INDUSTRIES

ALL GRADES ALL QUANTITIES

NON FERROUS METALS DIVISION
COOPERS (SWINDON) LIMITED

THE SCRAP OF DIFFERENCE FROM PARRY'S OF BRENTFORD.

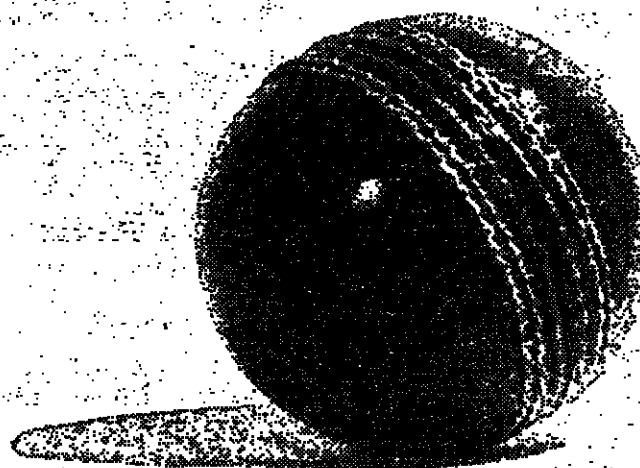
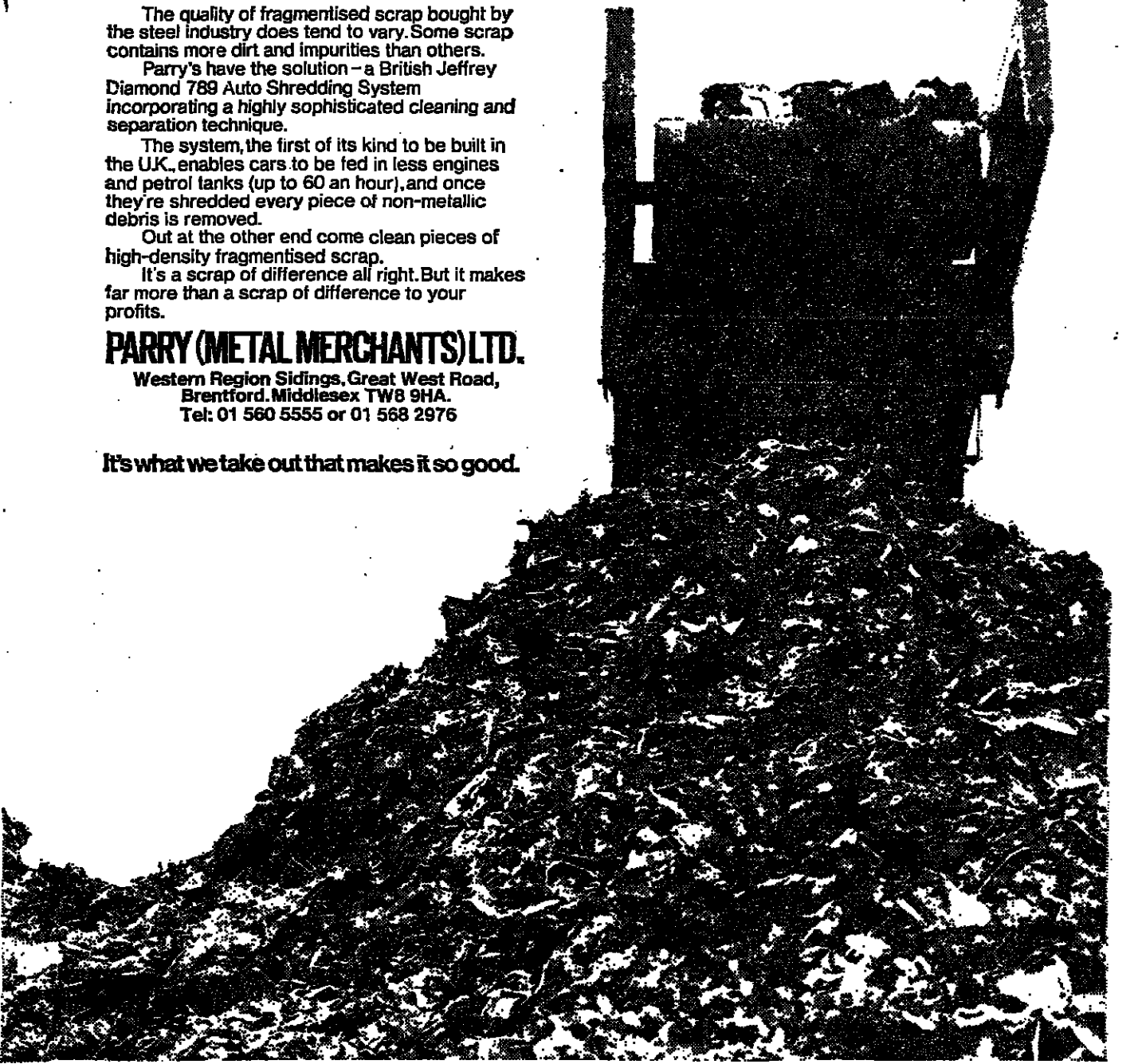
The quality of fragmented scrap bought by the steel industry does tend to vary. Some scrap contains more dirt and impurities than others. Parry's have the solution—a British Jeffrey Diamond 788 Auto Shredding System incorporating a highly sophisticated cleaning and separation technique.

The system, the first of its kind to be built in the U.K., enables cars to be fed in less engines and petrol tanks (up to 60 an hour), and once they're shredded every piece of non-metallic debris is removed.

Out at the other end come clean pieces of high-density fragmented scrap. It's a scrap of difference all right. But it makes far more than a scrap of difference to your profits.

PARRY (METAL MERCHANTS) LTD.
Western Region Sidings, Great West Road,
Brentford, Middlesex TW8 9HA.
Tel: 01 560 5555 or 01 568 2976

It's what we take out that makes it so good.



1966 Volvo 144

That's about the size of it. Once someone's pride and joy, now reduced to the dimensions of a cricket ball by T.J. Thomson's modern scrap processing plant.

Old cars and fridges are ripped apart and transferred into clean scrap ready for the steel making furnaces, in a matter of seconds.

It is all part of the re-cycling process, so important to this country where material resources are fast running out.

T.J. Thomson's have recently completed a million pound investment programme to ensure a fast efficient supply of uncontaminated steel, ready for the steelmakers throughout the world to transform into more essential goods.

The image of the scrap industry has changed dramatically over recent years. Yet one thing hasn't changed, at T.J. Thomson's — the desire and the ability to provide a fast efficient and reliable service.

MILLFIELD WORKS, GRANGEFIELD ROAD, STOCKTON-ON-TEES, CLEVELAND, ENGLAND.
Tel. 0642-62551 Telex 58222

T.J. THOMSON & SON LTD.
Iron Steel & Scrap Processors



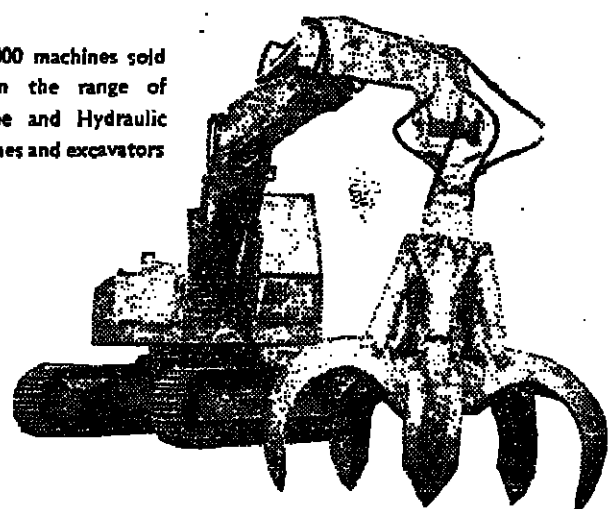
W.H. ARNOTT & YOUNG & COMPANY LTD.
IRON & STEEL SCRAP PROCESSORS

DISMANTLING CONTRACTORS • SHIPBREAKING • WORKS
CLEARANCE • CONTAINER SERVICE • EXPORTERS • TUBE
MANUFACTURERS • STEEL REPROCESSING

Beardmore Street, Dalmuir, Dunbartonshire, G51 4SD. Tel: 041-952 6351 — Telex 778516
Branches at: Bilston • Darlington • Sheffield • Troon • Manchester • Bradford • London

FUCHS Scrap Handling at its best

25,000 machines sold
from the range of
Rope and Hydraulic
cranes and excavators



LEFORT Pre-Compression



500 tonne pre-compression Guillotine Shears

VANESCO LTD.

Scrap Processing and Handling Machinery

145 GARTH ROAD, MORDEN, SURREY
TEL: 01-330 0101 (10 LINES) TELEX: 28704
Shears, Cranes, Balers and Shredders

H.A. MASON (METALS) LTD.



TWO WOODS LANE, BRIERLEY HILL
WEST MIDLANDS

TEL: Brierley Hill 79841-2-3 TELEX: 339255

EFFICIENT CONTAINER COLLECTION
AND PROMPT PAYMENT

NON-FERROUS METAL MERCHANTS
SPECIALISING IN BRASS, BRONZE, COPPER
& ALUMINIUM RECLAMATION

FERROUS SCRAP IV

Developing new techniques

THE STEPTOE image of the ferrous scrap industry does have a certain amount of truth to it—the "totter" or street-to-street collector is the man at the base of the £300m. plus a year business—but the merchants at the top of the tree are very different from the public picture. Not least is this shown in the amount of sophisticated equipment their yards contain.

It was in the 1950s that what might be called the new era in scrap processing began, with the introduction of the hydraulic shearing and baling machines which marked a major step along the way of transforming the industry from a labour-intensive one to one that is capital intensive. Not long ago, a scrap yard might have had just a crane and some shears, with the main work done by men with crowbars, hammers, burners and other tools. To-day, there are huge hydraulic guillotine shears, special fragmenting plant, car crushers and so on. A single machine can cost over £1m.

This sort of equipment is now the norm at a large processor's yard. To take just one example, the George Cohen scrap processing depot in West London has a work force of 67 against the 200 or more it would have needed not so long ago. It is served by six overhead cranes, plus another one in each of two heated warehouses, and four mobile cranes. A new Harris baler produces high-density bales of light steel scrap at the rate of some 14 tons an hour, while two hydraulic shears—of 500 tons and 350 tons shearing capacity respectively, operated by a three-man team—slice their way through six tons of scrap an hour.

Shears

Shears such as these are not only fast—14 manually-fed shears of the type normal a decade ago, manned by 20 men, would have been needed to equal the Cohen pair's output—but they produce clean, heavy density scrap of a type impossible to obtain from a hand-fed machine which does not compress the metal before shearing.

It is not only on the shearing and baling side that considerable innovations have been made. Among the most important developments elsewhere has been the development of fragmenting equipment able to cope with the increasing quantities of ferrous scrap contaminated by other materials. Enamelled washing machines and other consumer durables, water heaters, baths and so on are made of high-grade steel but have been of relatively little value for steel-making because of their high impurity content—the non-

ferrous metals, paint, enamel, wood, glass or plastic they contain. Old cars are among other items which have presented major difficulties.

It was in the middle of the last decade that specialised scrap fragmentation systems able to deal with this material were developed. Perhaps among the best known is the Proter system perfected by the Proter Steel Corporation of Texas which, in a continuous and rapid fully automatic operation, shreds the scrap item into small pieces and uses a magnet to lift out the ferrous materials while the remainder is collected separately for further sorting.

Complex

The ferrous process is then completed in a condensing mill where the steel is reduced to fist-sized pieces and carried to a hopper for discharge in pre-set tonnages to the conveyances waiting underneath. The whole thing sounds complex, and it is. But it is also extremely fast. An entire car can be reduced to its component materials in this way in just a matter of minutes. At the same time, the investment involved in such equipment is enormous; the largest fragmenter in use in Britain, capable of processing 350,000 old cars a year, cost £1.5m. to install.

Behind this rapid technological change within the industry lie, first, the steel manufacturers' demands for chemical purity, at economic cost, and developments within steel-making itself which have increased the need for high density, easily handled material.

Second has been the growing need to improve recycling in every sphere and to reduce dependence on increasingly scarce, ever dearer, imported raw materials (though iron ore is one of the more plentiful of these). This rising realisation of the value of the reclamation industries was, perhaps, best exemplified in last autumn's Government Green Paper on steel-making policy. What it means in practice as far as ferrous metals are concerned is devising techniques to cope with metal that is easily available but presently unusable.

To a considerable extent, of course, the practical effect of these two disparate factors is much the same. Thus, it is the steel industry's need for purity which affects the recycling of the thousands of tons of galvanised metal which become available each year (and which produce lethal fumes if used in their original form) and of metals containing such depth hardening elements as molybdenum and chromium (which

can be highly dangerous and, in the maleable iron field, fatal). But it is the need to conserve raw materials, to avoid shortages of steel feedstock (hardly applicable now but a real problem a year ago and likely soon to be one again), and to look to environmental considerations which has prompted the research into ways of making these things cheaply usable.

Certainly, the pace of technological change in the industry is continuing to be rapid, with the Government helping to sponsor research programmes and the steel and scrap industries themselves putting in a great deal of work on the development of new techniques of scrap utilisation.

Among the more important of recent moves are, on the light scrap side, the reconstitution processes which have recently been developed. These involve the conversion of light scrap, such as press trimmings, back to usable products by heating them to fusing temperature so that they can then be worked mechanically to a finished product. Cut out are the melting and casting operations of the conventional steelmaking route, with obvious savings in cost.

On the heavy scrap side, things are much more straightforward since all that, basically, has to be done is to cut the material up into manageable pieces. Here the main problem is one of thickness; there is a limit—though it is being extended all the time—to the gauge of material that shears can cut through. One solution is thermal cutting, and plasma torches are among developments being evaluated in this connection. For cutting up reject ingots one steelworks has built a special semi-automatic oxy-fuel cutting plant to overcome the hazards of using the explosives, which are, at the moment, the apparently ideal solution to the problem of cutting up rejected ingot moulds.

One major area where potentially valuable material is still largely having to be thrown away for lack of techniques to deal with it is household refuse, and especially tin cans. The Reclamation Green Paper pointed out that the major "leakage" of steel from the reclamation cycle was in waste collected by local authorities, and went on to estimate that, of the 20m. tonnes of household and trade waste collected each year, 1m. tonnes was ferrous.

Very much the larger part of this was in the form of metal containers, mostly tin cans. For almost all of the 750,000 tonnes of tin cans whose contents are consumed in the U.K. each year are thrown away as domestic refuse.

The problem over re-using tin cans lies with their contamination by other materials—lead, copper, aluminium, lignite, organic waste and tin, all of which cause problems in steel making (though, not in foundries where tin cans are an acceptable feedstock). Certain solutions to the problem are obvious, if not necessarily technically easy or practical. Thus, metal containers can be made without a soldered side seam, without tin, or with a reduction in the number of different metals used. But none of these can be seen as anything other than very long term.

Meanwhile, the Government is sponsoring research into the problems of de-tinning and other difficulties in tin can recovery at the Warren Springs Laboratory at Stevenage (Herts), while BSC is looking at ways of using them. Other organisations are planning recovery plants.

Treatment

Only last month, major moves in this direction were announced by BSC, Metal Box and the scrap treatment plant company, Batchelor Robinson. The three have collaborated on a scheme to exploit techniques developed by BSC and Batchelor Robinson which make possible the recovery of scrap, especially tin cans, previously regarded as useless for steelmaking.

The plan is for a newly formed joint company, Material Recovery, to establish plants in various parts of the country for recycling steel waste. The first is to be at Newcastle-upon-Tyne, set up with the backing of Tyne and Wear County Council at a council refuse transfer station. When in operation, it should produce 6,000 tonnes of steel a year by using a BSC-perfected cleaning process to convert recovered tin cans and other waste into suitable flatplate scrap, which can then be separated into high-grade steel scrap and refined ingot tin by a process—developed by Batchelor Robinson—

Apart from its importance in its own right, the scheme shows, just as the fragmenter developments of a decade ago did, how inextricably the increasing of the volume of ferrous scrap available to steelworks, iron-foundries and so on is bound up with the recovery of waste materials of all sorts. This is where the emphasis really ought to be in the future, with a more integrated approach to waste recovery of all kinds rather than a material-by-material approach in which so much is lost.

David Walker

Shortages

CONTINUED FROM PREVIOUS PAGE

In Japan, prices had slumped basic billets bought from BSC), again the picture is somewhat mixed. Some mills are buying virtually nothing; others have even reported shortages.

The only thing that has prevented the U.K. market from having become some lower grades fetching only about £10 a tonne, or 43 per cent less than at the start of the year. This came a few days after controls on the export of scrap to countries which in turn has encouraged outside the EEC were significantly relaxed, but led where prices are generally much better than those prevailing in Britain. In Spain, too, the market has been relatively active, though Britain's export quotas—lower than those of most of the other EEC countries—have inhibited the U.K. industry's ability to take advantage of this.

Revival

In the short term, it is difficult to see much alleviation of the situation. There is some evidence of the West German steel industry's seeing a little demand revival, but the general forecast for Europe's steel industries, at least, is that scant improvement will come before the end of the year. And that means that 1975 will be a very difficult 12 months for the U.K. scrap merchants.

On a longer term basis, however, the prognosis is that scrap will basically be a material in less than before in absolute terms—to build up a strategic stockpile and to attempt to maintain a reasonable market for the merchants.

Nonetheless, even now it would be wrong to suggest a picture of unalloyed gloom on the demand front. The Welsh situation may be acute, but in the North East there is still some tightness of supply. In the private sector of the steel industry (for which scrap is the only raw material apart from five plans for new plants or

extra capacity at old ones in four countries (plus a sixth scheme for electric arc, installations to replace two open hearths at an Italsider works) were examined by the Commission.

The probability of a longer term demand rise is not just confined to Europe. For one of the first priorities of developing countries as they move into incipient industrialisation is, generally, to instal their own steelmaking capacity. And this is the easiest way to do this by utilising the electric arc furnace method of production. But these are countries which have not got a large reservoir of scrap waiting to be collected. Instead they have been turning, and will increasingly have to turn, to the industrialised countries to supply this raw material.

At the same time, however, scrap is beginning to have a rival as the feedstock for electric arc steelworks. The alternative is directly reduced pelletised iron ore, which, in the U.K., a consortium of private sector steel companies is planning to produce in conjunction, they hope, with the British Steel Corporation. The aim is a £35m. to £45m. (at current prices) plant with an output of 800,000 to 1.2m. tonnes a year serving four or five private mini-mills and a similar number of BSC plants. The feedstock mix for these mills, it is envisaged, would be 25 per cent iron ore pellets and 75 per cent scrap.

None the less, assuming the scheme comes to fruition, it is unlikely to affect the scrap industry adversely. The number of new mini-mills being planned, assuming steel demand does pick up again, is sufficient to ensure them a good long-term demand level. Meanwhile, there is a tough year ahead.

David Walker

RETURN ON INVESTMENT

... THE REASON SMART OPERATORS BUY
AMERICAN BULLDOG SHREDDERS ...



Nobody has more repeat customers for shredders than Hammermill, Inc. Nobody has more worldwide orders for shredders than Hammermill, Inc. These two facts prove that the Bulldog Shredder offers the best return on investment of any shredder on the market.

Only Bulldog Shredders offer the patented "Capitolator" feature to provide continuous optimum capacity operation. And, only Bulldog Shredders offer the rugged construction and field proven design that has achieved the performance of the toughest shredding applications. Bulldog Shredders deliver more TPI while eliminating needless downtime, so you get more shredding capacity.

Begin get the facts today, before your competition does!

VANESCO LTD.

SCRAP PROCESSING & HANDLING MACHINERY

145 GARTH ROAD, MORDEN, SURREY
TELEPHONE: 01-330 0101 (10 lines) TELEX: 28704
Shears, Cranes, Balers and Shredders

NORTON BARROW (Metals) Limited

LOXDALE SIDINGS
BILSTON

STAFFORDSHIRE

Telephones: 0902-43181 (16 lines)

Telex: 35181

Our Group has been involved in the ferrous scrap industry for 65 years on an expanding basis. Our efforts are directed to continuing the process for at least as long again.

Northern Area Office:

CENTRAL CHAMBERS
17 STATION ROAD
SWINDON, MANCHESTER
Phone: 061-794 8331/2

North Eastern Area Office:

POTTERY ROAD
LOW SOUTHWICK
SUNDERLAND
Phone: Sunderland 76776



JAMES MOORES LTD.

Oldham Road, Manchester M10 6BP

MANCHESTER'S LEADING
SCRAP PROCESSORS

ALL TYPES OF SCRAP METALS BOUGHT,
OVERSIZE STEEL AND PRESSING SCRAP A SPECIALITY

Telephone: 061-205-1735

Member of the British Scrap Federation.

FACTORY CLEARANCE

in South East England

we have all the
FACILITIES

FOUR AND EIGHT WHEEL SKIP VEHICLES
SIX TO TWENTY TWO YARD CONTAINER BINS
TO CLEAR YOUR SCRAP

E. J. PICKERING LTD.

DEVONS WORKS, DEVONS ROAD
LONDON, E3 · PHONE: 01 987 5641

Handwritten signature: E. J. Pickering

The Executive's World

The house that Jack built

BY RAY DAFTER

ICI EUROPE'S modern headquarters, blocky, box-like, built in the style of a fortress, might be regarded as the house that Jack built. Sir Jack Callard, who has just retired as chairman of the chemical group, was certainly responsible for the foundation. For it was Sir Jack, as a chairman of the ICI Europe division, who forced the subsidiary's head office to be transferred from London to Belgium. As he said at the time, "he wanted to make sure that Europe did not seem sort of spare-time to Britain".



Sir Jack Callard with Everberg

The latest set of ICI results, based on the wisdom of such an approach, showed that the company's earnings rose 55 per cent. up to 1973, and in sharp contrast to the turnover of £38m. or so in 1960, when the company's drive into Europe started in earnest. Continental sales last year accounted for almost one-fifth of ICI's worldwide turnover against 11 per cent. in 1964.

Although rewarding, the task of building up a large Continental presence has not been an easy one. Mr. Robert Malpas, immediate past chairman of the Europe Division and now a main Board director, has likened the experience to a "cultural revolution". Traditionally, ICI's overseas interests had been centred on the British Empire. Until a decade ago it had little trading experience on the Continent, although it is one of the world's most important chemical manufacturers in the largest industry after engineering.

Pivot

Back in 1960 ICI had virtually no factories on the Continent. Instead, it had about 300 selling agents. These have now been replaced by national companies in 15 countries, which manufacture on their own behalf as well as provide for ICI's general product range. Everberg is the pivot of these Continental operations. ICI Europe acts as a federal organisation, directly managing and co-ordinating the national companies and the investments in each country. It is a system which presents difficulties familiar to many large international groups.

The who-does-what procedure, for instance, is set down in a well-thumbed manual; ICI refers to it as its matrix system. The potential problems which occur with line and functional management are complicated when territorial jurisdiction is added. "Who should manage whom?" and "Where should the plant be built?" are questions which must invariably arise in such a structure.

Mr. Malpas feels the solution lies in trust between various sections of ICI. He pointed out that Plastics Division in the U.K. and Europe had a number of partnership agreements. After all the people at "Plastics" were responsible for plastics in Western Europe, while Europe was responsible for the Continent where ICI plastics were sold.

For Mr. Norman Mims, the new chairman of the Europe Division, it is a new environment. As chairman of the Fibres Division he was working with a defined product base where he was responsible for its management and development.

In Europe, he said, he saw himself as responsible for the markets in the geographical area of the Continent, "and for utilising, with my colleagues in other divisions, all the resources of ICI to make the most of opportunities for any type of product in these markets."

One of his jobs, as he sees it, is to promote further the name of ICI on the Continent, particularly with business circles. "Although we are making good progress, I expect it will take some time for the general European public to get to know ICI as closely as the British public does." Here ICI might take a leaf out of the book of the three major German chemical companies, BASF, Hoechst and Bayer, whose overseas publicity efforts are noticeably more positive than those of their U.K. counterpart.

The group also feels it is important to build its physical presence in Europe. Through wholly-owned subsidiaries ICI already has 15 important chemical manufacturing sites, with substantial factories in Holland, Germany and France. In addition it has approaching 40 other subsidiaries and associated companies, quite apart from the national ICI companies. This year the group plans to sanction some £60m. worth of investment on the Continent, and it is likely that future spending will be concentrated in Germany, France, Benelux and the Iberian peninsula.

Investment is not only important for its own sake, as a new source of product, it has an image-building spin-off. It shows that a company is willing to become part of the local scene, to become a committed supplier. This was important for ICI because it wanted to get away from the image—however mistaken or justified—of supplying the Continent only when there was spare capacity in the U.K. Ironically, when ICI's worldwide business was booming in 1973 and part of 1974 it was U.K. customers who were

screaming that they could not obtain sufficient supplies because of the amount being exported to the Continent.

Although ICI, as with other U.K. material suppliers, maintained that it was fulfilling its domestic commitments, there can be little doubt that with price controls at home it has been finding the Continent a more attractive market.

So ICI's European marketing force of 1,800 people in 15 countries, has been doing its stuff. Nearly half of ICI's exports—£314m. out of £636m.—went to the Continent, last year, a 56 per cent. improvement on 1973. Exports to the EEC countries increased by 82 per cent. to £301m. which may indicate in part why ICI is so fervently in favour of Britain remaining an EEC member.

Mr. Mims pointed out that while ICI Europe was established in the years of membership, it has been in the more recent years of Britain's membership, that the group's expansion programme has borne real fruit.

Not that there is any room for complacency. The annual reports of the giant Continental chemical companies indicate that in the short-term the European chemical industry must face continuing depressed demand. This will inevitably influence ICI's performance. In the longer term ICI has the task of building its share of European chemical sales. Even the £565m. turnover last year represented about only 1 per cent. of the Continental EEC market. That leaves a very big step for Europe to achieve a 2 per cent. stake—the division's next target.

إعلان

ADVERTISEMENT

Computers should provoke financial decisions

SAYS TED JONES, DIRECTOR OF MARKETING, SPERRY UNIVAC UK

Computer manufacturers say that the economic benefits of data processing are more relevant in these inflationary times than ever before. Financial writer Philip Francis finds out why.

Francis: The idea of computers provoking decisions is pretty provocative itself. What exactly do you mean?

Jones: Simply that if you are a decision maker and you have all the relevant, repeat relevant, data literally in front of your eyes, you will reach a right decision fast. Computers properly used can provide all that data instantly, however complex it may be, and keep it updated minute by minute if necessary.

Francis: In front of your eyes? How would that work in practice?

Jones: These days decision making is getting ever more complex, but I'll try to give you a specific example. Take foreign exchange. With the fluctuations we've seen recently, timing is crucial. Yet it's immensely difficult to take into account the hundreds of factors that go into striking the right balance.

But if a manager walked into his office each morning and all the relevant data was confronting him on a visual display unit, he'd reach a right decision quickly. In fact he'd be provoked into it the moment he saw the whole picture.

Francis: That's the third time you've said "relevant data". Do I take it that in the past computers have been used wastefully?

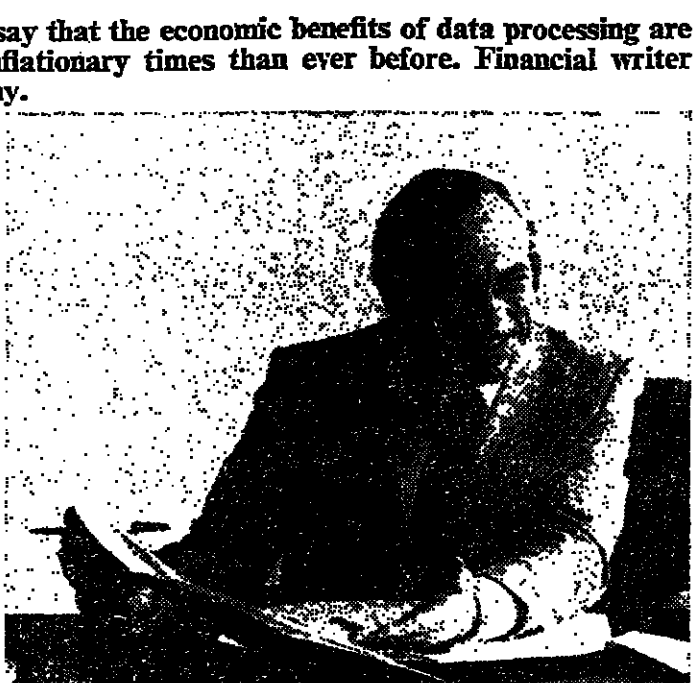
Jones: I don't think I'd put it as strongly as that, but it's certainly true that most computers are not being used in a way that realises their full potential. Like the human brain, they're still under-utilised.

Francis: Why is that?

Jones: There are lots of reasons. Some installations have evolved on almost an ad hoc basis—putting in facilities for, say, production control, payroll, accounts payable, or whatever, without deriving the benefits that could accrue from integrating the separate sets of data into one composite picture. But probably the most important is that computers were not called upon to be selective in presenting information to management. They printed out the trivial along with the significant.

Francis: So what are you doing about these problems?

Jones: We have gone a long way towards solving them.



First, we have developed the type of equipment which makes for relatively simple integration of many only partially-related records or "data bases" as they are sometimes called. But our main achievement has been in producing the software to enable this data to be accessed in such a way that only the relevant information is presented—and in a way that the executive not skilled in computers can understand. We call this "Information Management".

Francis: So you think you have removed some of the mystique from computers?

Jones: It's fast disappearing, though we'd love to give it the final kick. It all goes back, I suppose, to the natural reservation—even fear if you like—of machines taking over the human role. That's why so much data processing has been confined in the past to invoices and listings. Now, lots of people are now using computers to establish the criteria on which to base human decisions—and that's a big step forward in terms of trust between manager and machine. The next step will be the more widespread use of computers in future studies and forecasting—building business models and deciding financial strategies.

I do wish, though, that executives would devote specific time to keeping themselves abreast of the potential of the industry's technology.

during the entire rental term. So you'll know your exact commitment for hardware irrespective of inflation and, incidentally, get a wide range of software too without extra charge.

Francis: OK, I'm personally sold—but how can I evaluate the benefits you've described in quantifiable terms so that my co-directors, and shareholders, can see tangible results over the next five years?

Jones: There are various ways of analysing cost-performance, but none of them are universally acceptable. If you want to quantify benefits to everyone's satisfaction, though, I suggest you treat your data processing department as an independent profit centre. Allow your d.p. manager to charge out his department's services at commercial rates, even if only internally. You'll find that this procedure not only gives you a true picture but acts as a powerful incentive for your d.p. manager to see that your installation is fully utilised.

Francis: And what happens if in fact I decide that I cannot, for the foreseeable future, commit myself to expanding my computer facilities?

Jones: The saying that there's no survival without innovation would, I'm afraid, come home to roost on your porch. Over the next five years you'd find increasingly that your managers were not equipped with the tools they needed. You might lose good managers in consequence, and would certainly fail to attract fresh talent.

Then, of course, in relation to your competitors—and particularly in international terms—you'd be increasingly dependent on human judgement based on a chain of information which would itself be subject to the human fallibility element.

But your worst problem would be the slowness of your decisions—relative again to those of your competitors. Sluggish decisions make for lengthier than necessary projects, and that means greater expense. In short, as the pace of change accelerated, you'd find yourself left behind.

Francis: Well, nobody wants to suffer that fate. Whom can I reach for further information?

Further details of Sperry Univac computer systems can be obtained from: The Publicity Department, Sperry Univac, Univac House, 160 Euston Road, London NW1 2DR. Telephone: 01-387 0911.

Union slide rule on farm supplies

WORLD-WIDE DEMAND for agricultural equipment is expected to remain high throughout 1975 and beyond. There should also be an upturn in construction activity in the U.S. market, resulting from the Ford Administration's release of \$2,000m. in impounded Federal highway construction funds. This implies a favourable year for such global leaders in the business as International Harvester, Caterpillar, Tractor John Deere and Co.

Therefore, the trade unions representing workers employed by these concerns will be fully justified in pressing for pay and other concessions.

This is the gist of a document prepared by unions in the metal-working industry for a World Agricultural Implement Conference in Chicago from May 6-8 called by the International Metalworkers Federation, in co-operation with the United Automobile Workers and other U.S. trade union organisations. Delegates from Europe, Asia, Latin America, Africa, as well as from North America attended.

The main purpose of the Conference was to carry out a

thorough, in-depth study of the three U.S.-based multinational firms, in a manner which is highly significant in view of the demand by the trade unions that managements should disclose to them more information, and especially, more financial information. The reason for wanting the information is perfectly clear; to use it to win concessions in collective bargaining.

The unions are already trying to make the most of what information they can lay their hands on, from company annual reports, security analysts' studies, and information collected on the spot by their far-flung memberships. In this respect, the report assembled by the IMF Social and Economic Research Department is quite an eye-opener. With a wealth of detail that would credit to a City or Wall Street stock-broking firm, it surveys the performance and prospects of IH, Caterpillar and Deere in terms like the following:

"IH's returns on investment have improved considerably in recent years, after falling to moderate levels in the late 1960s and early 1970s. For 1974, its consolidated worldwide after tax profit represented a return of 9.7 per cent. on net worth (stockholders' equity) as measured at the beginning of that business year. This represented the company's highest return since a 10.1 per cent. rate back in 1965."

On Caterpillar's 1975 prospects: "The company's 1974 annual report to shareholders predicted that there will be 'no significant decline in the physical volume of shipments' in 1975. This is important because it means that price increases that went into effect in stages in 1974 will be effective throughout 1975. Thus, 1975 dollar sales could be higher than 1974. And as the final quarter illustrated, this could result in significantly higher profits."

"It should be emphasised that Deere's method of valuing inventories grossly understates 1974 earnings and that a less conservative method would have resulted in a whopping

profits increase for the year instead of the slight decline dictated by reported results." The statement goes on to criticise the LIFO method of valuation for understating profits, and therefore tax liabilities in periods of rising prices.

What, however, is most significant about the whole exercise is the attempt to forecast the future performances of the companies, as the basis for the formulation of trade union policy towards them. To take just a single sample, it is argued of Caterpillar that "the company could have increased the wages and benefits of all its employees by a full 25 per cent. in 1974 and still have shown a return on investment equal to the average rate of all U.S. manufacturing."

To make sure that they get the message, the third day of the Chicago Conference was spent in discussions with the three managements at the headquarters of the companies in Chicago and neighbouring communities.

NORRIS WILLATT

BUSINESS PROBLEMS

Post cessation receipts

I sold my dental practice in July, 1972, my accounts normally being made up to end April. I continued to receive monies until January, 1973. My accountant wants to take all receipts from April, 1971, onward into my final accounts, that is including monies earned between April and July, 1972, and received thereafter. Can I challenge this with the Inland Revenue?

If your accounts were prepared year by year on an earnings basis (that is where fees due for an accounting period were taken into the "practices" accounts for that period), then the post-cessation receipts are properly allocable to the years in which they were earned.

Right to terminate

Tenants holding over employment

I recently purchased six flats. I signed a contract 2 years ago,



Coins. A fast growing investment.

This free book 'Coins as an Investment' tells you why, and gives many illustrated examples of coin investment growth. Write or phone now for your copy.

Richard Lobel
Professional Coin Collector
Dept. FT57, Cavendish Court, 11-15 Wilmore Street,
London W1H 9LR. Telephone: 01-636 1188. Telex: 242572.

Changes of location of job

Last July I obtained a job at £5,000 a year with a London firm, but in November was informed that the firm was moving to the North East, a fact which was known at the time I applied for the job, but was not disclosed to me. I do not wish to make this move. If I do not move I am told I shall only receive two weeks' severance pay, even though my contract of employment states I am entitled to three months' notice. Do you think I am entitled to damages for non-disclosure of material information? Should I not be entitled to three months' money in lieu of notice?

Correction

The statement in Business Problems of May 14 that there is no need for a company to hold an AGM in every calendar year, was incorrect. The Companies Act 1948 says a company must hold a meeting each year and the Courts have held that this means each calendar year.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

This car and this lorry belong to B&B Ltd. Don't hit them!



Don't injure their drivers. Don't botch their repairs. Don't damage their loads. Don't do any of these things to any B&B vehicle anywhere in Britain or elsewhere in Europe.

This car and this lorry are special. For very little cost, they and every other B & B vehicle are protected by DAS Legal Expenses Insurance. **WHATEVER VEHICLES, HOWEVER MANY, OR FEW, YOUR COMPANY OPERATES, YOU TOO NEED DAS. DAS BUSINESS VEHICLES LEGAL PROTECTION COVERS VITAL AREAS NOT COVERED BY ORDINARY MOTOR INSURANCE.**

How DAS can help you.

DAS helps protect your rights concerning your vehicles and drivers. If you wish to pursue claims, or if you're taken to court, DAS helps with legal costs. **COSTS WHICH MIGHT OTHERWISE REDUCE YOUR PROFITABILITY.**

DAS helps keep your business moving.

DAS helps pursue claims after an accident—for vehicle repairs, loss of use, or hiring replacement vehicles.

DAS helps pursue claims against vehicle makers, suppliers, or repairers for bad workmanship or faulty equipment.

DAS helps settle disputes arising from the purchase, hire, hire purchase or contract hire of your vehicles.

DAS helps your employees.

DAS helps claim for injury suffered by drivers or passengers in your vehicles. DAS helps defend employees against motoring prosecutions or licence disqualifications.

DAS helps abroad.

DAS covers your vehicles, and their drivers and passengers, on business or private trips all over Europe at no extra cost.

Find out more now!

Ask your insurance broker about DAS. Or if you do not yet have a broker fill in the coupon and details will be sent to you.

Not available to residents of Northern Ireland or the Irish Republic.

To: DAS Legal Expenses Insurance Company Limited, Dept. A1, Dulverton House, Redditch Hill, BRISTOL BS1 6QZ. Please send me more details about DAS Legal Protection.

Name: _____ Address: _____ Postcode: _____ Tel. No: _____



THE FINANCIAL TIMES
Incorporating THE FINANCIAL NEWS
Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY.
Telephone Day & Night: 01-248 8000. Telegrams: Finantime, London
Telex: 856241/2, 856287
Birmingham: George House, George Road, New York: 75 Rockefeller Plaza, NY 10017
Dublin: 8 Fitzwilliam St., Dublin 2
Edinburgh: 10 St Andrew St., Edinburgh 1
Leeds: Park Lane, Leeds 1
Manchester: Queens Quay, Manchester 1
Paris: 36 Rue de Valenciennes, Paris 11
Rome: Piazza Venezia, Rome 1
Sydney: 264 George Street, Sydney 1
Tokyo: 100-100, Tokyo 1
Zurich: 100-100, Zurich 1
Branches: 39 Rue de Valenciennes, Paris 11
Rome: Piazza Venezia, Rome 1
Sydney: 264 George Street, Sydney 1
Tokyo: 100-100, Tokyo 1
Zurich: 100-100, Zurich 1
For Business News Summary Rings: 01-248 8000; Birmingham area, 02-248 8000.

A low price—and no refund

ALONG the wires the electric message came: he is no better, countries of the world, that he is much the same," wrote a past Poet Laureate; and not even his death enabled him to live it down. There may be a temptation to poke similar fun outside to EEC markets, and at the National Institute of Economic and Social Research, which has employed a baffling armory of economic analysis to prove what most detached observers already suspected: it is very hard to prove anything, one way or the other, about the economic effects of joining the EEC after the first two years of membership. All the same, it is a very different thing to suspect a thing and to know it, and this painstaking research provides an authoritative answer to some of the economic nonsense which has been heard.

Great importance
This in itself would be a valuable service, but the study makes a further point of great importance: even where it may be suspected that joining the EEC has entailed some economic cost, this is not at all the same thing as saying that this cost could be recovered by getting out again. A large part of the cost of joining is the loss of preferential advantages which we used to enjoy in EFTA and the Commonwealth, where British exports were more favourably treated than those from other countries. It is highly unlikely that any of these countries would wish to resume a preferential arrangement with the U.K.: the EEC has far more to offer.

How much is the cost involved? The National Institute, which has always been sceptical about the supposed economic advantages of joining the EEC, concludes that the actual costs incurred are almost impossible to measure accurately, but are certainly less than the 1.2 per cent of GNP which was generally agreed as the likely price before we joined. They conclude that the trade figures themselves—the ones which Mr. Shore and Mr. Benn like to quote—show no effect at all.

It is only an elaborate analysis, taking into account the movement of incomes, output and prices in the main trading message came: he is no better, countries of the world, that he is much the same," wrote a past Poet Laureate; and not even his death enabled him to live it down. There may be a temptation to poke similar fun outside to EEC markets, and at the National Institute of Economic and Social Research, which has employed a baffling armory of economic analysis to prove what most detached observers already suspected: it is very hard to prove anything, one way or the other, about the economic effects of joining the EEC after the first two years of membership. All the same, it is a very different thing to suspect a thing and to know it, and this painstaking research provides an authoritative answer to some of the economic nonsense which has been heard.

The compromise on steel

THE MOST significant aspect of the agreement reached this week between the steel unions and the British Steel Corporation is that it was arrived at by the normal process of collective bargaining and without the intervention of the Secretary for Industry, Mr. Anthony Wedgwood Benn. The management had made it clear that, in the face of the most severe recession since the war, urgent action had to be taken to reduce labour costs. How this should be done was clearly a matter for negotiation.

Alternative

No doubt the quickest method would have been to declare 20,000 men redundant, as Sir Monty Finniston, chairman of the BSC, had suggested last month, but there was never much chance that such drastic measures would be acceptable to the unions. Alternative methods of reaching the same objective had to be sought.

The compromise that has emerged involves a mixture of voluntary redundancy, early retirement, restrictions on recruitment, cutting out overtime and other measures. While the package may not be totally satisfactory to the BSC management, it gives them at least part of what they had asked for when the negotiations began. It is probably wrong to regard the agreement as a defeat for Sir Monty Finniston—still less as a victory for Mr. Wedgwood Benn. The days when employers could lay off thousands of men in a recession and re-hire them in the upturn have gone; the motor industry, which had a notoriously bad record in this respect, is having to adopt much the same sort of measures as the BSC in coping with the present slump in demand.

The public argument between Sir Monty and Mr. Wedgwood Benn, however, was not just about the short-term consequences of the recession. It was also about the industry's long-term strategy, based on fewer

Guy de Jonquieres reports on falling American car sales—at a time when imported models are booming

Detroit is ailing, and being nibbled to death by midgets

THE U.S. motor industry's hopes for a modest sales recovery during the second quarter of this year are now fading rapidly and may soon be abandoned. The new car buyers who had been expected to stream into the showrooms, armed with their \$200 Federal tax rebate cheques, have so far failed to appear and sales have remained in a deep trough.

In April, Detroit sold about 518,000 cars in the U.S., 26 per cent less than in the same month last year when the public was still reeling from the impact of sharply increased petrol prices. During the final 10 days of last month sales dropped by 32 per cent compared with the same period of 1974, with a 20 per cent fall coming in the first 10 days of May. In those first 10 days of this month, furthermore, sales were only 75 per cent of the level of the 10 preceding days.

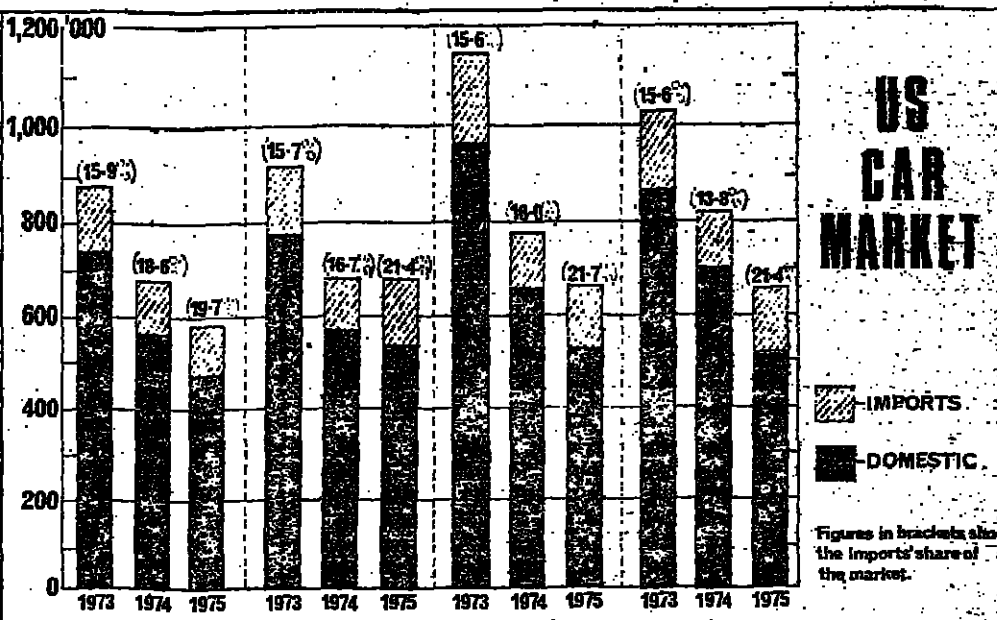
To make matters worse, imported cars have been enjoying what can only be called a boom. In each of the past three months foreign cars have sold better than during the same month in 1974 and have captured more than 21 per cent of the market—among the biggest shares ever achieved. As one uncomfortable Detroit executive put it: "It's like being nibbled to death by midgets."

Three main hopes

Detroit's hopes for a market recovery have rested on three main calculations: that late spring and early summer are traditionally good selling seasons; that a steadily improving U.S. economy, declining inflation rates and the stimulus from recently enacted tax rebates totalling \$20bn. would revive consumer demand; and that ample supplies of petrol at prices lower than a year ago would relieve fears about shortages.

In anticipation, most motor companies had added modestly to their production schedules, re-hiring workers and stepping up operating shifts. Their targets could hardly be termed ambitious, calling at their peak for second quarter output of about 1.9m. cars, or 9 per cent less than in the same period of last year. For the year as a whole, the consensus forecast until recently envisaged total sales (including imports) of just under 8.5m. units. That was about 400,000 less than last year and about level with the 8.4m. sold in the recessionary year of 1970.

Yet even these cautious plans now look decidedly optimistic. Efforts to excite buyer interest through dealer sales contests at General Motors and Ford and through the reintroduction of last February's price rebating at Chrysler have not borne fruit. In Detroit the talk is



All lined up and nowhere to go: some of the hundreds of Chrysler cars parked at the Newark Delaware plant. The company's unsold stocks have soared to almost twice the level considered normal for this time of year.



turning to retrenchment. Indeed, both Ford and Chrysler have already cut back their second quarter planned output and Ford presses to close most of its U.S. plants for two weeks in June, instead of staggering plant closures as previously.

This week, Mr. Henry Ford broke with the outwardly confident tone that Detroit has tried to maintain for the past few months. He said that he had "written off" the 1975 model year, which runs until next autumn, and indicated that he doubts whether there will be any significant upturn even in the final quarter. Mr. Ford also revised downwards his full-year sales forecast to between 8m. and 8.3m. units from an earlier prediction of 8.4m.

General Motors, which has consistently issued the most bullish forecasts, so far has not significantly altered its production plans, although recently it has been less forthcoming about the outlook for the industry. But unless conditions improve materially—and soon—it will almost certainly be forced to draw in its horns.

Chrysler is already reported

embargo in 1973, the new car would be customers to trade in market has failed repeatedly to live up to their expectations in the past 18 months. The only lot in the U.S. would indicate formula that has had any real success has been the classic one: trade in long before they reach of lowering prices, which the point of depreciation, and stimulated a short-lived revival this observation is supported by in sales in February. There the sharp drop in the value of could be a similar sales "bustle" new cars immediately after purchase later this summer if exports are prospering. Perhaps, again, models cause a surge of anticipation, durability is a recurring theme in American advertising for a number of foreign cars, notably Volkswagen, Volvo and Mercedes-Benz.

Counting the cost

It would be foolish to pretend that the motor car is declining in importance as the supreme means of transportation in the U.S. but the lack of any alternatives will ensure it a central position in American life for many years to come. It may well be, however, that the American public, or a significant portion of it, has reached a decision to buy new cars less often and is tending to pool the cost of car ownership more carefully. Such a decision, whether taken consciously or not, would be consistent with the broader picture of slower long-term growth—possibly even industrial stagnation—when an increasing number of economists and business leaders are now "waiting for the U.S. economy for the years to come. The U.S. history of exceptional and sustained growth since the Middle East oil producers are contemplating a rise in the price of their crude oil later, so, indeed, may the cost.

Relatively expensive

The U.S. motor companies argue that foreign cars have helped by "importers" ability to sell lower priced 1974 models out of stock, sometimes with special price discounts. Yet many of the most popular models are relatively expensive: Volkswagen's Golf (sold in the U.S. as the Rabbit) has continued to sell well despite a price increase to \$3,800, some \$800 more than Ford's Pinto sub-compact. In April, Volvo's sales rose by more than 50 per cent, despite a price increase averaging 6 per cent, which raised the price of its cheapest model to about \$6,000.

This is a substantial premium to pay for a few extra miles per gallon—substantial enough to suggest that fuel economy is not the sole reason for the success of imported cars. Indeed, it is now undergoing a major structural change may someone who pays over the odds to purchase a new car, especially during a deep recession—be little doubt that the process would expect it to last a fairly long time. Longer, probably, upheavals that are equally dramatic to those it has under Detroit is constantly exhorting, gone during the past 18 months

MEN AND MATTERS

Bolton's Budget surplus

Envy will not get any of us very far, but who can resist a twinge or two of it when contemplating the Isle of Man budget speech delivered yesterday: unveiled were a healthy overall surplus, bigger tax allowances for lower income groups, reductions in property rates, plus a report of "good" prospects for the island's economy.

How the City would like to hear another Chancellor in another place pick out the financial sector as an important contributor to the economy. And where is the English householder who could believe the announcement of the first cut in the rate demand related to education, thanks to extra Government spending?

The Manx surplus was £2.6m. income tax receipts (the basic rate stays at 21.25 per cent for the 14th successive year) amounting to £10.5m. more than twice the 1972-73 figure. With control over direct taxation—the exception, much to the islanders' chagrin, of the new capital transfer tax—but not indirect tax, the Isle of Man shares with the rest of the U.K. a common purse for VAT and excise duties.

The take is based on a formula related to the population figure, and yielded £11.15m. Denis Healey's own pronouncements in April will add another £1m. There is no capital gains tax or death duties on the island, but to curb undesirable property activities, the Government introduced a land speculation tax and this has brought in £50,000 in its first year. The issue of coins and notes (the island replaces withdrawn British notes, the value of which is then put usefully on deposit) yielded some £300,000, and Manx stamps £300,000. The 24 MPs of the Tywald

heard the good news from John Bolton, a 33-year-old local accountant who heads the Exchequer as chairman of the Manx Government Finance Board. Fittingly, he talked of being "particularly attentive" to the British Government's efforts to control inflation, and though sounding distinctly bullish about the future, had to warn that failure in London to master the situation would lead to cuts in Manx Government spending. One other aspect of the Manx situation some of us might favour is that of continuity: Bolton has been presenting Budgets for nine years now, and is due to do one more.



"I suppose the Left will insist now on everyone going to Ears Court to cast their referendum vote!"

The last Courage

The Beesage was further thinned yesterday with the retirement, slightly earlier than the company's usual practice, of Courage chairman Richard Courage. That breaks a line going back to John Courage who founded the business in 1787 when he bought a brewery on the South bank of the Thames.

The last family chairman was, for most of the time since he took the top job in 1959, a bit overshadowed by the formidable industry reputation of his managing director Hereward Swallow. But the combination certainly worked well, it taking only 17 years from the takeover of Barclay Perkins to move Courage from a South London brewery to the fifth biggest in the country and, in 1972, a suitable case for Imperial Group's diversion treatment. Following the £280m. agreed bid, the treatment has, in managerial terms, been delicate. Though it has made several changes, Imps has left the top jobs to brewers and the new Courage chairman, Oliver Steel, has been with the company since 1948. The last link in the family chain could also be interesting, for Richard Courage's

WHAT MERCHANT BANK WILL INVEST AS LITTLE AS £20,000 WITH YOU?

There is a widely held belief that Merchant Banks do not talk in figures less than hundreds of thousands of pounds.

All of which can be a little off-putting to the businessman who may only require as little as £20,000 to assist in the development of his already profitable business.

Gresham Trust is a Merchant Bank that believes that in the right hands at the right time, £20,000 could realise £100,000 in five years, or a million in ten.

That's why we'll always listen—whatever your financial requirements. So don't be afraid to write or ring one of our directors.

Why don't you do so today?

GRESHAM TRUST

Where the smaller businessman feels at home.

Gresham Trust Ltd, Raddington House, Gresham St., London EC2V 7HE
Tel: 01-606 6474
Birmingham Office: Edmund House, Newhall Street, Birmingham B3 3EV
Tel: 021-336 1377

Observer

CHASE PUTS NEW YORK IN ITS PLACE-IN THE CITY.

Chase has always held an important place in the City. But times change and Chase is ready to change with them. Now, more than ever before, a different kind of presence is needed from a major world bank.

Chase recognised this need and implemented a major expansion in the capabilities of their City Division. Today's big City institutions and major national corporations demand all the services and facilities of a large world bank directly through a local office. And that is what Chase's City Division is about.

Firstly, there's our team of City financial specialists. Each one with international experience in his chosen field. Each one in a unique position to apply his expertise to your specific problems. Because each one will make it his business to understand you and your business. Only in that way can he tailor all the services that Chase's City Division offer to your particular needs.

Secondly, many of the services and facilities that Chase used to be able to offer only through New York are now available through the London office. These services, when taken in conjunction with our position in the various international and domestic money and exchange markets, add up to a total banking service for the full range of financial institutions in the City of London.

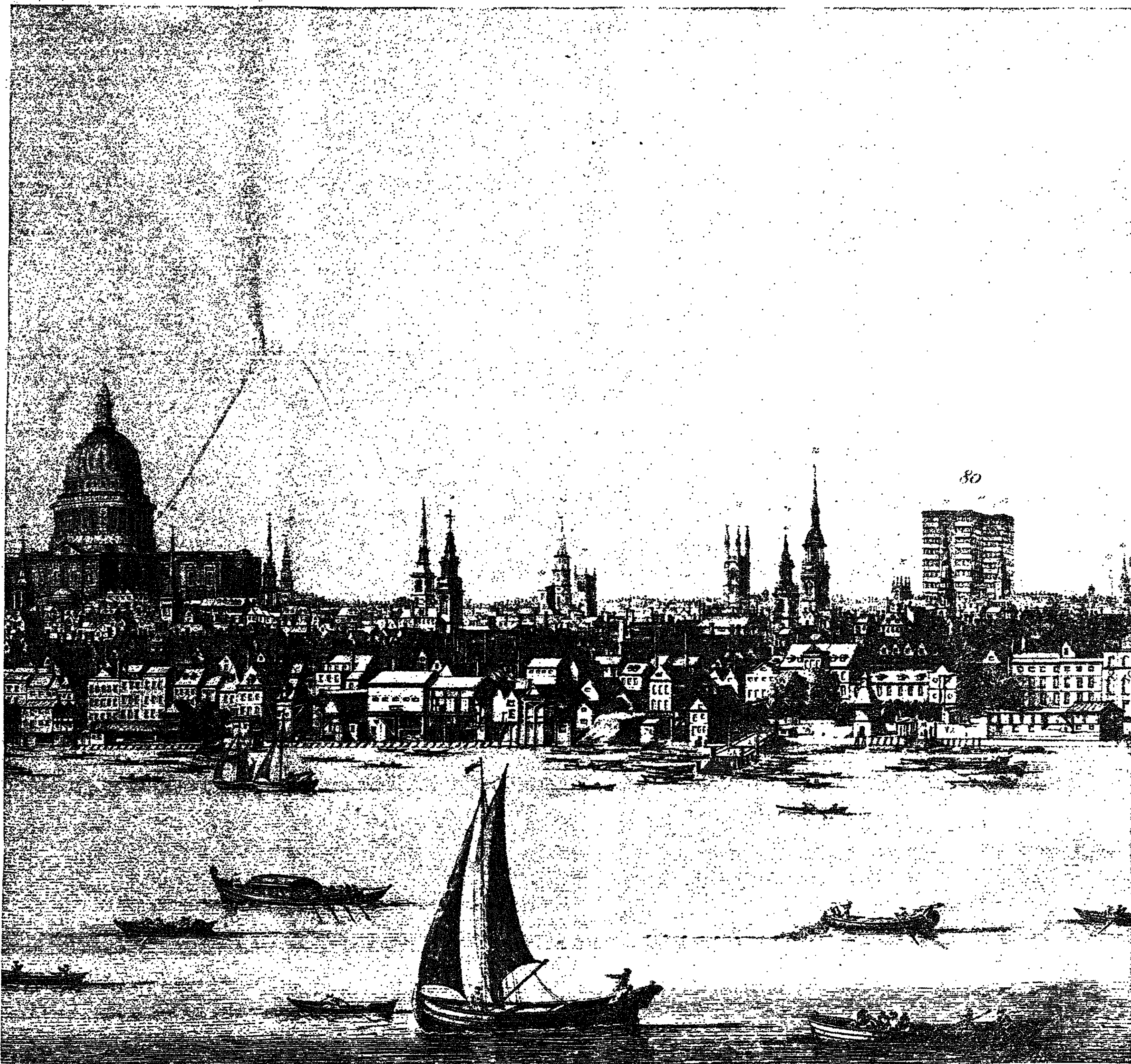
The expansion of our City operations has established Chase firmly in the City—Europe's money centre. To Chase, that's just good business sense. It means better business for us. And better business for you. And that, after all, is what good business relationships are about.

For more information contact Roger Griffin, Vice President. The Chase Manhattan Bank, Woolgate House, Coleman Street, London EC2P 2HD. Telephone: 01-600 6141.

Chase. The relationship bank.



CHASE



- | | | | | |
|-----------------------------|-----------------------------|---------------------------|---|----------------------------|
| 70 St. Dunstons | 72 Donaghy Street | 75 St. Mary le Bow | 78 Allhallows Street | 81 St. Mary's Aldermanbury |
| 71 Allhallows' Bread Street | 73 St. Mary Alder Mary | 76 Steel Yard Street | 79 St. Antholin's | 82 St. Michaels |
| | 74 St. Michael Coleman Hill | 77 St. Marks Cross Street | 80 Chase Manhattan Bank (City Division) Coleman St. | Refuge House |

CHASE WORLD

Chase's in-depth corporate banking expertise
reaches to the farthest corners of the globe.

Through its branches, representative offices, subsidiary banks and companies and associate banks and companies, Chase can serve you in ARGENTINA, AUSTRALIA, BAHAMAS, BAHRAIN, BARBADOS, BELGIUM, BELIZE, BRITISH VIRGIN ISLANDS, U.S.S.R., VENEZUELA, HONG KONG, INDIA, INDONESIA, IRAN, ITALY, JAMAICA, JAPAN, KOREA, LEBANON, LIBERIA, MALAYSIA, MARTINIQUE, MEXICO, MONTSERRAT, NETHERLANDS, NEW ZEALAND, NORTHERN IRELAND, PANAMA & CANAL ZONE, PUERTO RICO, REPUBLIC OF THE PHILIPPINES, SAUDI ARABIA, SINGAPORE, SOUTH AFRICA, SWITZERLAND, TAIWAN, THAILAND, TRINIDAD & TOBAGO, U.A.E., UNITED KINGDOM, UNITED STATES OF AMERICA, YEMEN.

© REPLOGLE GLOBES, INC. 1975



مكة امه ليد

your company could
on is Chase. C
and high-level
operations the work
mediary wherever
Moreover, Chase
Including the
and collect
national exchange
such areas of

ISLANDS, CHANNEL I
PUERTO RICO, REP

If your company counts the world as its marketplace, the bank to count on is Chase. Chase provides such massive strength, global reach, and high-level banking expertise that many multinational corporations the world over rely on Chase as their primary financial intermediary wherever they do business.

Moreover, Chase capabilities cover the broadest spectrum of services. Including the financing of international trade, handling of transfers and collections, and providing Eurodollars and other international exchange media.

Plus such areas of corporate finance as sophisticated financial

counselling, help with mergers and acquisitions, direct placement financing, and information on foreign markets. Chase's innovative services and pioneering position can be of special help to corporations wishing to assume significant roles in the burgeoning markets of the Middle East and Eastern Europe.

Your link to all of these Chase services is the Chase relationship manager serving you. He or she gives you immediate access to the massive resources of Chase. And makes banking with Chase both pleasant and profitable.

Chase: The relationship bank.

MEMBER FDIC

مكتبة الأصول



CHASE

CAYMAN ISLANDS, CHANNEL ISLANDS, COLOMBIA, COSTA RICA, DENMARK, DOMINICAN REPUBLIC, EGYPT, ENGLAND, FRANCE, GERMANY, GREECE, GUADELOUPE, GUAM, GUERNSEY, GUYANA, HONDURAS, PHILIPPINES, PUERTO RICO, REPUBLIC OF IRELAND, SINGAPORE, SPAIN, ST. LUCIA, ST. MAARTEN, SWITZERLAND, TAIWAN, THAILAND, TRINIDAD & TOBAGO, UNITED ARAB EMIRATES, UNITED STATES, U.S. AND



CHASE REPORTS:

To supply the world with enough oil by 1985, the petroleum industry needs to spend over \$220,000,000 a day.

Can the world afford to make this investment? Or, more importantly, can it afford not to make this investment?

What follows is a summary of a report just released by the Chase Energy Economics Group.

This Group was set up 40 years ago, to study the capital and exploration costs of developing petroleum reserves.

Its four decades of experience, including Chase's active financing of these capital investments worldwide, has given Chase a unique knowledge of the petroleum industry's financial needs.

Chase's experience, which is both multicountry and multicompany over a lengthy time-span, has also been sufficient to prove a consistent relationship between the financial input and the amount of petroleum found and developed.

Using this information, our Energy Economics Group has forecasted the costs of finding and developing enough petroleum to satisfy the world's projected requirements.

In 15 years, the world's population will grow by one third.

In the 15-year period 1970-1985, the world's population will have grown from 3.7 to 5.0 billion people.

This fact alone, without allowing for rising consumption expectations in the existing population, makes growth in the energy supply essential.

Oil as supplier of half the world's energy needs.

There are five sources of primary energy. They are oil, natural gas, coal, water and nuclear.

Oil currently supplies half the world's energy needs, reflecting the superior versatility of its liquid form.

During the 1955-1970 period, when demand grew at a 7.5% annual rate, the world consumed a total of 153 billion barrels of oil.

Chase believe that the growth in the use of oil will now fall by almost half, i.e. from an annual growth rate of 7.5% to about 4% for the period remaining to 1985.

Even if oil consumption fails to grow at all after 1973 (an assumption our projection rejects), consumption in the 1970-1985 period will still result in the use of twice as much oil as in the preceding 15 years.

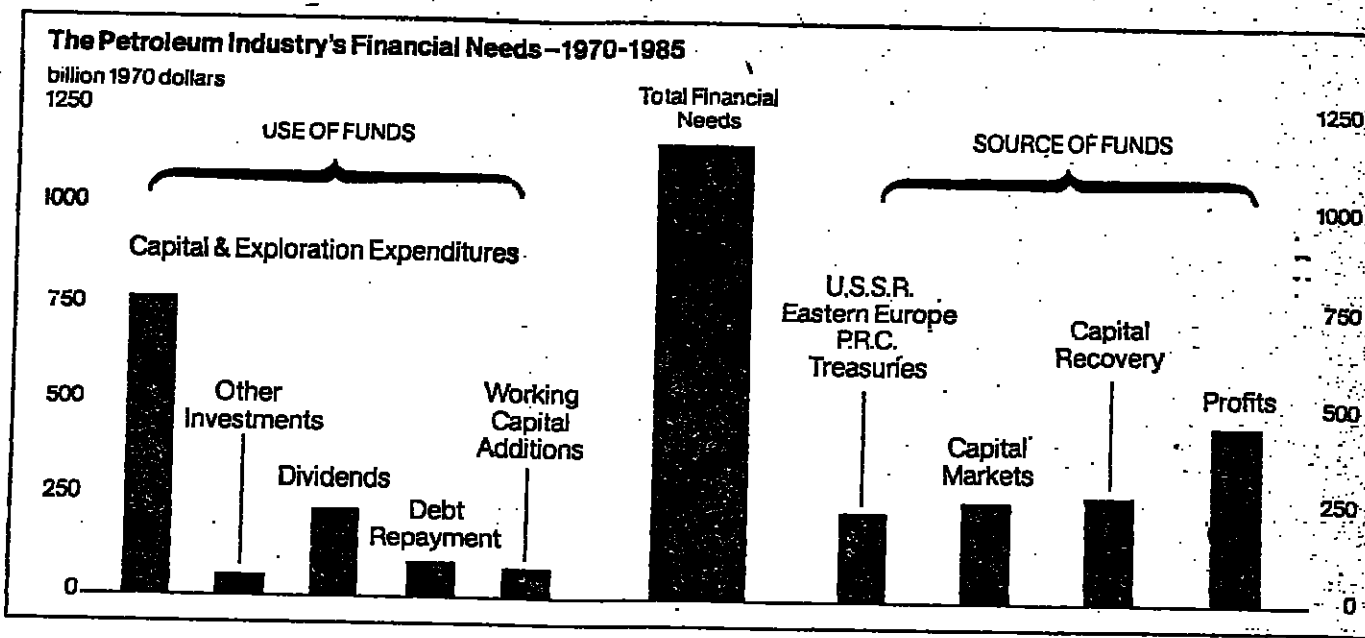


Figure 1.

67% of the oil reserves are in countries which consume 4% of the production.

Reported additions to proven reserves (oil that has actually been found and developed) have not kept adequate pace with demand growth. Nor are the reserves well located relative to market needs.

As much as 67% of the known reserves are concentrated in the Middle East and Africa, a region that presently constitutes only 4% of the worldwide consumption.

And fully two thirds of all proven reserves in existence in 1970 will be required to satisfy the world's indicated needs during the period 1970-1985 alone.

Obviously the situation demands maximum acceleration of the search of more oil, in a more evenly spread distribution worldwide.

Our minimum forecast is that if the petroleum industry is to satisfy present demand needs and also maintain adequate petroleum reserves, it must find and develop a total of 600 billion barrels of new oil between 1970 and 1985.

And this effort must go on until the economic costs of continuing the search exceed the costs of providing alternate sources of energy.

\$1.2 trillion needed by 1985.

To find 600 billion barrels of oil between 1970 and 1985, our studies indicate the petroleum industry will need to invest at least 400 billion dollars for capital and exploratory purposes.

In addition, investment of another 370 billion dollars will be required for refineries and other processing facilities, tankers, pipelines, the vast market distribution system, and the costly equipment needed to achieve and maintain environmental standards.

The industry will also require more than 400 billion dollars to pay shareholders for the use of funds, to repay debt, and, as the magnitude of its operations increases, to make the necessary additions to working capital.

The relative size of the industry's various financial needs is shown in Figure 1.

Totalling 1.2 trillion dollars, they are more than treble the 375 billion dollars actually spent in the preceding fifteen years.

Where will the money come from?

40% must come from profits.

How the petroleum industry will satisfy its needs for such an enormous sum of money is by no means simple. As indicated in Figure 1, part may be obtained from external sources, but the major portion must be generated internally.

The required financial needs for petroleum operations within the Soviet Union, Eastern Europe, and The People's Republic of China, amounting to approximately 225 billion dollars are likely to be supplied by their own treasuries.

In the Western world, the industry will seek to borrow as much as possible in the capital markets. But the relatively high degree of risk associated with the industry's activities will limit the amount that can be borrowed to a likely maximum of about 240 billion dollars.

Provisions for capital recovery, such as depreciation, depletion, and other write-offs constitute another source of funds. If these are not changed by governmental actions, they are expected to provide 260 billion dollars.

The remaining 460 billion dollars (nearly 40 per cent of the industry's total financial needs) must be obtained from profits.

\$60 billion earned. \$785 billion still needed.

The various financial needs discussed above were measured in 1970 dollars, but it is not realistic to think in such terms.

As we have encountered no informed belief that world-wide inflation can be contained as low as 5 per cent, we think it prudent to measure the industry's financial needs in terms of at least a 10 per cent rate of inflation.

In this case, the industry's financial needs would be nearly doubled: the requirements for capital and exploration purposes would rise to more than 1.4 trillion dollars. Other essential needs will be

increased to 760 billion dollars for a total requirement of 2.2 trillion dollars.

With a 10 per cent rate of inflation, the industry requires at least 845 billion dollars of profits between 1970 and 1985. In the first four years (or 27%) of that period the industry generated only 7 per cent, approximately 60 billion dollars, of the required amount. Figure 2 illustrates the huge additional amount that must be accumulated over the remaining eleven years.

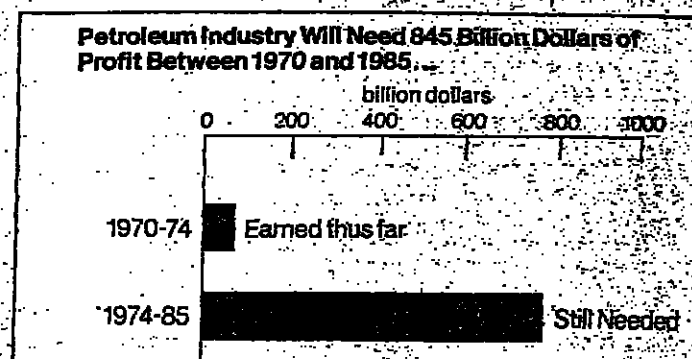


Figure 2.

There cannot be enough energy of any kind without adequate investment. And investment cannot be adequate without sufficient profits.

The potential for finding enough petroleum in the future is promising. But the realization of that potential requires much greater understanding of the problems than exists at present. And most of all requires more co-operation between everybody involved.

There are no financial shortcuts. All the costs must be paid.

Capital formation must be government's business, businesses' business, labour's business, banking's business - everybody's business. Your business.

This has been a summary of a report prepared by the Chase Energy Economics Group.

If you feel Chase's knowledge of the petroleum industry could have a useful bearing on your business, we'd welcome your contacting any of our specialist petroleum groups.

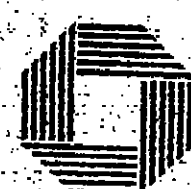
James A. Adamson, Manager, European Petroleum Co-ordination, The Chase Manhattan Bank N.A., 1 Mount Street, London, W1Y 6JJ.

William W. Higgins, New York

Andrew J. Berry, III, Singapore.

Antoine P. Courbage, Beirut.

Chase: The relationship bank.



CHASE

Handwritten signature: *John J. ...*

Mr. John Boyd's election as AUEW general secretary is a victory, if temporary, for the Right wing, argue John Elliott and John Wyles

Countering the Left with a Right

ملكيه

THE ELECTION of Mr. John Boyd as general secretary of the Amalgamated Union of Engineering Workers, the country's second largest union, is probably the biggest flip of the Right wing of the trade union movement in the last 20 years. His victory is the result of a bitter and sharply political battle against an able Left-wing opponent, Mr. Bob Wright, comes when most new faces on the trade union national scene over the past five years or more have been well to the Left of their predecessors.

But the Right wing's jubilation at Mr. Boyd's election is tempered by the realisation that last week's decision to abandon the postal ballot in the AUEW's election of officials may signal the end of the moderates' re-emergence in the union.

Old system

That decision, taken on the evening vote of the union's Left wing president, Mr. Hugh Scanlon, when the disqualification of two delegates to the rules revision conference left delegates evenly divided, means a return to the old branch voting system which, until it was abandoned in 1970, was taking the union steadily towards the Left.

Whether moderates succeed or fail in their attempts to overturn that decision, the present controversy will leave the emerging factions within the AUEW—already among the most politically oriented of the unions—at each other's throats. As a result, Mr. Boyd, who only recently as the "progressive candidate" declared his intention of working "harmoniously" with whoever was elected as with Communist support against



A moment of relaxation for Mr. John Boyd, the AUEW's new general secretary: neither his opponents nor his supporters have the slightest doubt that he will grasp all the power levers that he can.

the wishes of the moderates or Right wingers. Indeed, almost all of them command general support from Left and Right. Nevertheless there has been an increase in militancy in several of the unions since the new men took over—industrial action in the gas industry followed closely Mr. Basnet's arrival at the helm of the GMWU, council staff took action over London weighting almost as soon as Mr. Drain became general secretary of NALGO, and now Mr. Weighell and Mr. Sims are making militant noises on behalf of their members on the railways and in steel.

The fact that these men are to the left of their predecessors does not, however, mean they automatically condone industrial action, nor on the other hand do they oppose it with the same fervour shown by the older style Right-wingers.

These new men are also not nearly so interested as their predecessors in making the creation of blind loyalty to the Labour Government and the support from Left and Right. Fight against both Communism and other Left-wing political groupings one of their main jobs.

Contrast

It is in this way that they contrast strongly with Mr. Boyd who is of the old relatively Right-wing school, having sat on the union's national executive since 1953. He was brought up under the guidance of Lord Carron, the Right-winger who preceded Mr. Hugh Scanlon as being the Scottish representative on the union's national executive council as a challenge to the general secretaryship after Mr. Jim Conway, the former AUEW general secretary, was killed in the Paris air disaster last year. Now he holds the second most important post

in the AUEW alongside Mr. AUEW head-office administration, which for years has been lacking on a number of fronts. Mr. Boyd claims that the union's staff could be employed more effectively on servicing the membership and, in particular, in attacking the problem of membership arrears—an astonishing 25 per cent. of the 1.2m. members of the AUEW's engineering section are six months behind in payment of their subscriptions. Thus the term of his control of the appointment of staff, supervision of the research department and constant contact with full-time officials throughout the country offer impressive opportunities for a man determined to use them.

Neither Mr. Boyd's enemies nor his supporters are in the slightest doubt that he will grasp all the power levers that he can. And, while he disclaims any ambitions for still higher office, Mr. Boyd could use his new position as a platform if he chose to make a bid to succeed Mr. Scanlon as president in 1978. Mr. Boyd will then be 60.

Mr. Boyd himself believes that he can do more than any of his post-war predecessors—Mr. Jim Conway, Mr. Cecil Halliwell (who defeated Mr. Boyd for the general secretaryship in 1956) and Mr. Ben Gardiner—to realise the full potentialities of the job. One of his first priorities is likely to be to improve the quality of

struggled to build up over the past ten years. In particular it is feared that yesterday's result will be a further setback for the bid to forge an integrated union out of the current loose amalgamation of the four AUEW sections—engineering, foundry, constructional, and technical and supervisory.

Waning The engineering section's national committee recently threw out integration proposals for the second year running—a rejection which Left-wingers connect with Mr. Boyd's apparently waning enthusiasm for the idea. The creation of one engineering union was a central plank of Mr. Wright's election platform, which promised a "modernised AUEW" with its "basic democracy" protected. But his appeal may well have been compromised by his close identification with Mr. Scanlon—as Mr. Boyd tended to suffer through standing in Lord Carron's shadow during the 60s. To those members disenchanted with the quality of the union's administration and with its political stance, Mr. Wright did not seem to offer any real change of direction.

In general Mr. Boyd's election will be welcomed by all those who want the power of the Left to be curbed. Engineering employers sometimes find Left-wingers easier to deal with on industrial relations than those on the Right but dislike the growth of Left-wing power in political terms. This means they frequently have split views on who they want to win the AUEW elections. This time Mr. Boyd's election is a clear sign of gradual movement in the Left in the union, the Right has, at least for the time being, reassessed itself with Mr. Boyd's election.

Term of office There is some doubt, and there will be much argument over whether his initial term of office as general secretary is three or five years. If it turns out to be the former Mr. Boyd may have to choose between seeking re-election as general secretary or going for the presidency.

Mr. Boyd himself believes that he can do more than any of his post-war predecessors—Mr. Jim Conway, Mr. Cecil Halliwell (who defeated Mr. Boyd for the general secretaryship in 1956) and Mr. Ben Gardiner—to realise the full potentialities of the job. One of his first priorities is likely to be to improve the quality of

Letters to the Editor

Engineering graduates

From Professor W. A. Mair and others.

Sir—Undergraduates reading for the Engineering Tripos at Cambridge are required to gain practical experience in industry over a period of about 10 weeks before they are eligible to sit for their final honours examination. Traditionally, about half have obtained this experience before coming to university, and the remainder during vacations.

Many firms have regularly provided opportunities of this kind, and we believe they would agree that the system has proved to be of mutual benefit. Certainly, at a time when industry as a whole is tending to be wary of the fact that graduates are ignorant of, and uninterested in, careers in industry, this kind of exposure to reality would seem to be of particular importance.

This year, engineering students from this university are encountering an unprecedented difficulty in obtaining suitable openings in British industry for the short period required (a minimum of four weeks). Although we appreciate that training budgets may have been cut during the past period of financial stringency, it is short-sighted to make cuts in this small but critical area.

Each year industry seeks to attract engineering graduates with good training, and some understanding of industry. Short-term fluctuations in industry's readiness to provide practical experience increase the impression of erratic and volatile reaction to events which is one of the factors that tend to deter students from looking seriously at industry for their careers.

The problem is both long-term and, for those now at the university, immediate. Has anyone from industry any suggestions?

Professor W. A. Mair, Head of the Department of Engineering, N. G. Wallace, Superintendent of Workshops, Department of Engineering, W. P. Kirkman, Secretary of the University Appointments Board, Colonel K. N. Wylie, Careers Adviser for Engineers, University of Cambridge, 8, Chaucer Road, Cambridge.

Treaties and subsidies From Mr. G. Schwartz.

Sir—We must get the facts right. The referendum is not being held to find out whether we should remain in the Common Market or get out. It is whether we are going to honour a treaty which was made by the elected Government and ratified by the elected Parliament—or wobble on it.

With regard to food prices, we have been living in a food-price paradise for the last 50 years. We never paid the real price but only a heavily subsidised one. No wonder it was cheap in the shops.

G. T. Schwartz, 24, Avenue Road, Highgate.

European Court controls From Mr. T. W. Marriott.

Sir—In his article on Sovereignty and the EEC Court (May 14), Mr. Marriott says: "The decisions of the European Court are subject to no demo-

cratic controls." I suggest that this is not true. Should members of the EEC not agree a decision of the Court they have power to amend the treaties that the decisions of the Court are subject to. Admittedly this is slow and clumsy procedure but in fact is of the same type as is necessary in this country to overrule decisions of the House of Lords. However inconvenient the procedure may be, it still exists and according to decisions of the Court are subject to control.

T. W. Marriott, 13, Claremont Road, Norwich.

Establishing facts From The Head of the U.K. Office Commission of the European Communities.

Sir—Mr. Joseph Kane (May 6) criticises the U.K. office of the Commission of the European Communities for its assertion that the Community "is not a drain on capital." Since our role during the referendum is not to take sides but to provide facts, I hesitate to enter into a debate. But I must point out that the figure Mr. Kane quotes from the U.K. balance of payments for 1973 showing a net outflow of some £400m. to other EEC countries relates only to direct investment. This is only one item—and not a preponderant one—in the U.K. capital account.

No complete geographical analysis of capital movements is published by the British Government, but it would appear from figures given in the Bank of England's Quarterly Bulletin that transactions in foreign currencies by British banks with the other eight Community countries improved the U.K. balance of payments in 1973 by over £600m. This calculation takes no account of the fact that there was a large net inflow of the same type from Switzerland in that year, for much of which the Swiss were in full probability inter-mediaries, on-line funds deriving in part from Britain's Community partners.

I therefore stand by the statement made in the March issue of "European Community," that is, that figures so far suggest a net inflow into Britain from the rest of the Community and elsewhere. This was a deliberately cautious assessment, but the "vagueness" of which Mr. Kane complains is unavoidable in view of the patchiness of officially published figures.

Richard Mayne, 20 Kensington Palace Gardens, W.8.

More facts—less emotion From the managing director, Consolidated Metal Company.

Sir—Dan Michael Lipton's letter (May 14) a lovely example of the attitude of the so-called "intellectual"—whether of the Left or Right; they are so busy looking for the notes in every other eye they fail to see the one in their own. He goes on alarmingly for some 17 columns inches berating those who accept the assumptions of the "business-lunch Right."

Mr. Lipton praises state intervention, but it isn't clear whether he would accept the allocation of all resources by state decree (nor whether he would be any happier if he did). But intervention begets more intervention. In another sweeping assertion Mr. Lipton blames

practical businessmen of the nation's present condition. Practical businessmen and many others are now acutely conscious that state intervention has given us a legislative and institutional framework within which it is impossible for the economy to work satisfactorily. Until we get back to a freer market economy, business will find great difficulty in providing the resources to maintain public services, including education, at their present levels.

Malcolm Hoppe, 5, Plough Place, Fetter Lane, E.C.4.

Producing the goods From Mr. R. Frankel.

Sir—I refer to Mr. M. Lipton's letter of May 14. His last paragraph reads: "The practical businessmen of the nation's present condition. Practical businessmen and many others are now acutely conscious that state intervention has given us a legislative and institutional framework within which it is impossible for the economy to work satisfactorily. Until we get back to a freer market economy, business will find great difficulty in providing the resources to maintain public services, including education, at their present levels."

Malcolm Hoppe, 5, Plough Place, Fetter Lane, E.C.4.

that that in turn is mainly, as he suggests, to do with the dis-economies of scale. A rail system broken up into small units, and with the management of each unit accountable to its work force, would actually need a proportionately smaller number of "tertiary" personnel. Working in an enterprise which is so controlled, I also happen to find that there is real, and indivisible, pressure from the "production line" to keep down "overload" to a minimum.

Robert Oakeshott, 13a, Rutland Street, Sunderland.

Indeterminate terms From The Head of Research, Aims of Industry.

Sir—Mr. Michael Lipton's letter (May 14) tells us something about the frustrations of university lecturers but even more about the thinking of the Left.

Your writers, whose research is so sweepingly condemned, must wonder at the implication that your and their views are increasingly based on those of the "unthinking business-lunch Right" and acceptance of "the platitudes of a small and stupid minority of businessmen." How much research went into that generalisation, when it is so clearly ignores the multitude of complaints of taxpayers and ratepayers at today's level of public spending?

Without expressing any opinion on the grievances of university lecturers or civil servants, I feel that the Left (as well as others) ought to be more specific about some of the terms used in discussion of our current economic problems.

"Parity" and "pay-comparability," for example, require us to resort "parity with whom?" and "why with them and not others?" Essential services is another term much used to-day, but essential to whom? and which services? Wage-earners demonstrate daily that they do not regard some services as essential that they are willing to reduce their claims (real income) so that resources may go into these services.

"Democracy" and "participation" are other terms given no precise meaning in current discussions.

Mr. Lipton praises state intervention, but it isn't clear whether he would accept the allocation of all resources by state decree (nor whether he would be any happier if he did). But intervention begets more intervention. In another sweeping assertion Mr. Lipton blames

practical businessmen of the nation's present condition. Practical businessmen and many others are now acutely conscious that state intervention has given us a legislative and institutional framework within which it is impossible for the economy to work satisfactorily. Until we get back to a freer market economy, business will find great difficulty in providing the resources to maintain public services, including education, at their present levels.

Malcolm Hoppe, 5, Plough Place, Fetter Lane, E.C.4.

Administration costs From Mr. R. Oakeshott.

Sir—As someone who travels regularly by British Rail—and very much enjoys doing so—I read Colin Jones (May 15) with great interest. But I was partly disappointed. What I had been hoping for was some explanation of why long-distance training is so much more expensive than long-distance busing. On a return between Newcastle and London the difference is roughly two and a half times. Yet the energy cost by bus must be greater. And so must the direct running cost.

On a 40-seater Newcastle-London bus you find a driver and a conductor (that is, one to 20 passengers). But a normally full train will carry 300 or more people. Even allowing for a driver, driver's mate, guard and ticket collector, the ratio in the second case is much more economic.

Of course, road traffic does not have to carry anything equivalent to the cost of the signalling system. That suggests, incidentally, that motorists might reasonably be required to pay the costs of traffic police.

My main point, however, is rather different. It is that the extra cost of the signalling system to the railways cannot surely exceed their lower costs, compared with long distance buses, of fuel and of "direct manning together."

Perhaps the answer is that rail track maintenance costs are much higher than road maintenance. If that is the case, however, it surely deserves to be known: and the reasons for it explained.

My own hunch would be—and Colin Jones induced some frightening evidence in support of this—that British Rail's costs are loaded with the wages of administrative personnel; and

that that in turn is mainly, as he suggests, to do with the dis-economies of scale. A rail system broken up into small units, and with the management of each unit accountable to its work force, would actually need a proportionately smaller number of "tertiary" personnel. Working in an enterprise which is so controlled, I also happen to find that there is real, and indivisible, pressure from the "production line" to keep down "overload" to a minimum.

Robert Oakeshott, 13a, Rutland Street, Sunderland.

Indeterminate terms From The Head of Research, Aims of Industry.

Sir—Mr. Michael Lipton's letter (May 14) tells us something about the frustrations of university lecturers but even more about the thinking of the Left.

Your writers, whose research is so sweepingly condemned, must wonder at the implication that your and their views are increasingly based on those of the "unthinking business-lunch Right" and acceptance of "the platitudes of a small and stupid minority of businessmen." How much research went into that generalisation, when it is so clearly ignores the multitude of complaints of taxpayers and ratepayers at today's level of public spending?

Without expressing any opinion on the grievances of university lecturers or civil servants, I feel that the Left (as well as others) ought to be more specific about some of the terms used in discussion of our current economic problems.

"Parity" and "pay-comparability," for example, require us to resort "parity with whom?" and "why with them and not others?" Essential services is another term much used to-day, but essential to whom? and which services? Wage-earners demonstrate daily that they do not regard some services as essential that they are willing to reduce their claims (real income) so that resources may go into these services.

"Democracy" and "participation" are other terms given no precise meaning in current discussions.

Mr. Lipton praises state intervention, but it isn't clear whether he would accept the allocation of all resources by state decree (nor whether he would be any happier if he did). But intervention begets more intervention. In another sweeping assertion Mr. Lipton blames

practical businessmen of the nation's present condition. Practical businessmen and many others are now acutely conscious that state intervention has given us a legislative and institutional framework within which it is impossible for the economy to work satisfactorily. Until we get back to a freer market economy, business will find great difficulty in providing the resources to maintain public services, including education, at their present levels.

Malcolm Hoppe, 5, Plough Place, Fetter Lane, E.C.4.

Administration costs From Mr. R. Oakeshott.

Sir—As someone who travels regularly by British Rail—and very much enjoys doing so—I read Colin Jones (May 15) with great interest. But I was partly disappointed. What I had been hoping for was some explanation of why long-distance training is so much more expensive than long-distance busing. On a return between Newcastle and London the difference is roughly two and a half times. Yet the energy cost by bus must be greater. And so must the direct running cost.

On a 40-seater Newcastle-London bus you find a driver and a conductor (that is, one to 20 passengers). But a normally full train will carry 300 or more people. Even allowing for a driver, driver's mate, guard and ticket collector, the ratio in the second case is much more economic.

Of course, road traffic does not have to carry anything equivalent to the cost of the signalling system. That suggests, incidentally, that motorists might reasonably be required to pay the costs of traffic police.

My main point, however, is rather different. It is that the extra cost of the signalling system to the railways cannot surely exceed their lower costs, compared with long distance buses, of fuel and of "direct manning together."

Perhaps the answer is that rail track maintenance costs are much higher than road maintenance. If that is the case, however, it surely deserves to be known: and the reasons for it explained.

My own hunch would be—and Colin Jones induced some frightening evidence in support of this—that British Rail's costs are loaded with the wages of administrative personnel; and

that that in turn is mainly, as he suggests, to do with the dis-economies of scale. A rail system broken up into small units, and with the management of each unit accountable to its work force, would actually need a proportionately smaller number of "tertiary" personnel. Working in an enterprise which is so controlled, I also happen to find that there is real, and indivisible, pressure from the "production line" to keep down "overload" to a minimum.

Robert Oakeshott, 13a, Rutland Street, Sunderland.

Indeterminate terms From The Head of Research, Aims of Industry.

Sir—Mr. Michael Lipton's letter (May 14) tells us something about the frustrations of university lecturers but even more about the thinking of the Left.

Your writers, whose research is so sweepingly condemned, must wonder at the implication that your and their views are increasingly based on those of the "unthinking business-lunch Right" and acceptance of "the platitudes of a small and stupid minority of businessmen." How much research went into that generalisation, when it is so clearly ignores the multitude of complaints of taxpayers and ratepayers at today's level of public spending?

Without expressing any opinion on the grievances of university lecturers or civil servants, I feel that the Left (as well as others) ought to be more specific about some of the terms used in discussion of our current economic problems.

"Parity" and "pay-comparability," for example, require us to resort "parity with whom?" and "why with them and not others?" Essential services is another term much used to-day, but essential to whom? and which services? Wage-earners demonstrate daily that they do not regard some services as essential that they are willing to reduce their claims (real income) so that resources may go into these services.

"Democracy" and "participation" are other terms given no precise meaning in current discussions.

Mr. Lipton praises state intervention, but it isn't clear whether he would accept the allocation of all resources by state decree (nor whether he would be any happier if he did). But intervention begets more intervention. In another sweeping assertion Mr. Lipton blames

practical businessmen of the nation's present condition. Practical businessmen and many others are now acutely conscious that state intervention has given us a legislative and institutional framework within which it is impossible for the economy to work satisfactorily. Until we get back to a freer market economy, business will find great difficulty in providing the resources to maintain public services, including education, at their present levels.

Malcolm Hoppe, 5, Plough Place, Fetter Lane, E.C.4.

Administration costs From Mr. R. Oakeshott.

Sir—As someone who travels regularly by British Rail—and very much enjoys doing so—I read Colin Jones (May 15) with great interest. But I was partly disappointed. What I had been hoping for was some explanation of why long-distance training is so much more expensive than long-distance busing. On a return between Newcastle and London the difference is roughly two and a half times. Yet the energy cost by bus must be greater. And so must the direct running cost.

On a 40-seater Newcastle-London bus you find a driver and a conductor (that is, one to 20 passengers). But a normally full train will carry 300 or more people. Even allowing for a driver, driver's mate, guard and ticket collector, the ratio in the second case is much more economic.

Of course, road traffic does not have to carry anything equivalent to the cost of the signalling system. That suggests, incidentally, that motorists might reasonably be required to pay the costs of traffic police.

My main point, however, is rather different. It is that the extra cost of the signalling system to the railways cannot surely exceed their lower costs, compared with long distance buses, of fuel and of "direct manning together."

Perhaps the answer is that rail track maintenance costs are much higher than road maintenance. If that is the case, however, it surely deserves to be known: and the reasons for it explained.

My own hunch would be—and Colin Jones induced some frightening evidence in support of this—that British Rail's costs are loaded with the wages of administrative personnel; and

COMPANY RESULTS

Beecham Group (full year). International Combustion (Holding) (full year). Plantation Holdings (full year). Wedgwood (full year).

COMPANY MEETINGS Blackwood Hazde, Dorchester Hotel, W. 12.30. Brammer (H.), Manchester, 11. British Printing, 20, Aldermanbury, E.C. 12. Callender (George M.), Great Eastern Hotel, E.C. 11.30. Danish Bacon, Hyde Park Hotel, S.W. 11.20.

To-day's Events

Equitable Life Assurance Society, 4, Coleman Street, E.C. 12.30. Expanded Metal, 5, Belgrave Square, S.W. 12.30. General Accident Fire and Life Assurance, Perth, 11.30. Hepworth Ceramic, Charing Cross Hotel, W.C. 12. Jones (A. A.) and Shipman, Leicester, 2.15. Legal and General, 11, Queen Victoria Street, E.C. 2.30.

London United Investments, Great Eastern Hotel, E.C. 12. Provident Life Assurance of London, Abercorn Rooms, E.C. 12. Slough Estates, Savoy Hotel, W.C. 2.30. Sun Alliance, 1, Bartholomew Lane, E.C. 12.30. Swiss Furniture, Nottingham, 12. Union Corporation, Winchester House, 10.15. Veir, Glasgow, 12. Wood and Sons, Burslem, Stoke-on-Trent, 12. * Informal meetings.

Owing to foreseen circumstances now is the time to move office.

At the moment, The Location of Offices Bureau has on its register nearly 19 million square feet of office space outside Central London, either vacant now or under construction.

This figure is likely to drop very rapidly, for two reasons.

One, prices are currently as low as £2 a square foot.

Two, the supply of new buildings is drying up.

The outcome is bound to be a rise in rents and a fall in choice.

So, whether you want to talk about moving all or only part of your office work away from London, you'd better get a move on.

Contact LOB on 01-405 2921. LOB's service is free.

LOB

The Location of Offices Bureau, 27 Chancery Lane, London WC2A 1NS. Tel: 405 2921.

LOB

The Location of Offices Bureau, 27 Chancery Lane, London WC2A 1NS. Tel: 405 2921.

COMPANY NEWS + COMMENT

Ozalid ahead £1.58m. to record £8.9m.

AFTER EXPANDING from £3.3m. to £4.5m. at halfway taxable profit of £1.58m. Ozalid Group Holdings shows a £1.58m. advance at a record £8.9m. for all 1974. Group turnover increased from £63.1m. to £79.73m.

Earnings per 25p share are shown at 17.3p (15.3p) and the dividend total is raised from 4.8p to 5.3p with a final payment of 3.13p net.

After tax of £4.64m. (£3.65m.) the net profit emerges £381,000 higher at £4.3m.

The early months of 1975 have continued to present uncertain and difficult trading conditions and it is recognised that the year will prove to be a testing time, says chairman Mr. N. J. Kieley.

He adds that the "substantial" increase in turnover and profits in 1974 was due to a considerable degree to the continued expansion of overseas trade from £35m. to £46.5m.; exports from the U.K. also showed a marked increase from £7m. to £8.72m.

In the home market, despite adverse factors such as the "three day week" and shortage of raw materials, production and turnover held up well.

comment

Growth on the overseas/exports side has clearly been the driving force behind Ozalid's 22 per cent. pre-tax gain during 1974. Over the year as a whole overseas sales moved ahead by one third, compared with 18 per cent. in the U.K., with most of the punch coming in the first six months. The trading climate now, however, has deteriorated, particularly in the U.K. and North America, though South Africa and Scandinavia are actually better. The trend is for the number of orders to be roughly static but the size of those orders to be down as customers continue to de-stock. The unavoidable conclusion is that profits will be lower in the current year. On the brighter side, the report should show that borrowings are roughly unchanged over 1974. The yield of 4.9 per cent. at 170p covered a comfortable 3.3 times.

Statement, Page 28

Government loan for Automatic Oil Tools

Automatic Oil Tools has been granted a £300,000 loan from the Department of Energy under the terms of the Industry Act, the company announced yesterday. The terms include an option giving the Government conversion rights into the company's Ordinary shares.

The loan facility has been made to enable the company to expand its production of oil metering equipment and will be used to finance the production of equipment for metering stations in the North Sea and at each end of the Suez to Mediterranean pipeline. This latter project is under a contract recently announced worth £2.8m.

The company said that the terms will be put to shareholders at an extraordinary meeting and details will shortly be circulated to shareholders.

In December it was revealed that the Slater Walker Group

INDEX TO COMPANY HIGHLIGHTS					
Company	Page	Col.	Company	Page	Col.
Automatic Oil	24	1	Kincaid (John G.)	24	8
Barr & Wallace Arnold	24	3	Liner Concrete	25	4
British Enkalon	24	7	Macfarlane (Clansman)	27	5
B.I.C.C.	27	3	Muirhead	25	5
Chamberlain & Hill	25	4	New Court European	27	4
Coalite & Chemical	25	6	Ozalid Group	24	1
Cuthbert (R. & G.)	24	2	Peage of Birmingham	27	5
Ever Ready	25	3	Ransome Hoffmann	24	7
Garner Scotchblair	24	8	Runciman (Walter)	24	5
Gates (Frank G.)	25	4	Secombe Marshall	25	2
Hall (Matthew)	27	3	Stockholders Investment	27	5
Hardy (Furnishers)	24	4	Time Products	24	6
Hartwells Group	24	7	Turnbull Scott	27	4
James (Maurice)	27	5	Victory Insurance	25	1
Johnson (C. H.)	25	5	Viking Resources	26	4
Kelsey Industries	24	8	Woolworth (F. W.)	25	1

Cuthbert midway loss £546,000

AFTER HIGHER interest of £200,000 against £54,000, nurserymen and seedsmen, R. and G. Cuthbert, reports a pre-tax loss for the half-year to December 31, 1974, of £546,000 compared with £300,000. Sales advanced from £2.38m. to £7.7m.

The interim dividend is 0.35p (2.5p) net per 10p share. Last year's total was 1.6p from profits of £536,724.

The directors say that, although, if diminishing, since the group's income derives from the highly seasonal gardening market. Therefore the effect of increases in costs and revenues, occurring in the different periods of the financial year, is to increase the disparity in trading results between the two half-years. In each year little can be deduced from the trading loss for the first half.

The increase in interest charges arises principally from inclusion of full charge relating to the acquired companies and does not indicate any noteworthy increase in borrowings.

With an eye to the worsening economic climate the reorganisation of the hardware division was accelerated. This entailed some exchange of present for future reward, but the group is beginning to see the first fruits of the difficult process of change.

The horticultural companies await the outcome of their trading season, but the rather earlier mail order season has set new records in revenue and there are signs of having gained a successful foothold for future expansion in the Canadian market, add the directors.

comment

Basically Cuthbert is still in its period of metamorphosis. The interim stage as usual shows a pre-tax loss due to the seasonal

element of the seeds business and of the historically gardening-orientated Johnson Gibbons acquisition. Yet, unlike 1973-74, hardware is unlikely to represent the majority contribution to profits, as Cuthbert ploughs back income to develop, rather than increase borrowings, which stood at £21m. last June. The Canadian operation is still in its early stages, but there is the additional bonus of packets printed in French as well as English opening up European markets without much extra cost. Yet, as with much of Cuthbert's operations, the benefits are meant to be felt later in the decade rather than now; even the traditional seeds side has yet to bear full fruit in Canada, though a record year from seeds looks a "strong possibility". Yesterday the shares edged up to 34p, which perhaps underlines the problem of evaluating Cuthbert's interim figures rather than provides any real comment on the future.

Barr & Wallace Arnold fall

OWNERS OF motor coaches and hotels, etc. Barr & Wallace Arnold Trust announces a decline in pre-tax profit from £711,263 to £502,314 for all 1974 after a fall from £641,014 to £215,733 for the first seven months.

Earnings are shown at 3.61p (3.99p) per 25p share and the dividend is 2.75p net compared with 2.80p8p6p.

Turnover was £2,353,000 (£2,077,000) and the Ordinary share dividend was 2.75p (£18,853).

Provision bad debt £9,900, Prov. foreign currency £30,000, Pre-tax profit £502,314, Tax £139,793, Net profit £362,521, Extraordinary credit £2,000, Minority loss £2,000, Attributable £116,389, £47,106.

comment

Barr & Wallace Arnold's pre-tax profits in the final five months have shown only a small improvement, and a 55 per cent. drop for the first seven months. The motor division staged something of a recovery in the second

period, with a profits gain of a third, to finish nearly two-fifths lower, while the computer bureau shows a profits gain of a fifth now that the new Birmingham centre has become operational. The holiday division, where profits fell by 38 per cent., before provisions against Court Line and foreign currency deposits of £190,000, has curtailed Continental air operations and reports doubled Continental coach bookings, and U.K. demand, for the high season at least, is buoyant. In addition, the motor-division is receiving considerable help from repair work and sales of spares. Despite some evidence of an improvement in trading, the recent retreat of sterling could again create problems, and the shares, which at 25p yield 10.8 per cent. are clearly being treated with caution.

Hardy tops forecast with £2.6m.

COMPARED WITH the midway forecast of around £2.2m. Hardy (Furnishers) has turned in a pre-tax profit of £2.57m. for the year ended January 25, 1975. The 1973-74 figure was £2.73m.

The directors explain that trading in the early part of the year suffered from the three-day working week and its after effects. The second half showed a considerable improvement and this better level of trading has continued into the current year.

The net dividend is unchanged at 2.819p, with a final of 1.864p.

1974-75 1973-74

Group turnover £2,570,000 £2,730,000

Profit before tax £2,569,279 £2,729,279

Taxation £1,401,149 £1,328,128

Net profit £1,168,130 £1,401,151

Ord. divs. £58 85p

The directors point out that the deferred profits carried forward now stand at £5.14m., compared with £5.14m.

Phillips Furnishings Stores, a subsidiary, reports profits up from £487,000 to £506,000 subject to tax of £266,000 (£251,000). Of the profits preference dividends will amount to £19,000 and the Ordinary "A" Ordinary £161,418 (same).

The directors have waived their rights to receive emoluments from the company amounting in aggregate to £30,104 (£28,562).

comment

The second half of Hardy's year recouped most of the setback of the interim stage and the year's total was left little different, with a 1 per cent. increase in turnover and a 6 per cent. drop in pre-tax profits. The condition somewhat better than indicated at the halfway stage. The fall-off in credit restrictions at the end of 1973-74 was revised in the latter part of 1974-75 and, overall, the year's carry-forward was marginally increased against a decrease in the reserve of over £1m. at half-time.

For 1975 Hardy is so far trading at a level similar to that of 1973-74, yet it is an operation which is highly vulnerable to economic conditions and pressures on consumer spending, a fact that is no doubt borne in mind and reflected in a yield of 12.6 per cent. at 36p.



Mr. Arthur Bryan, chairman of Wedgwood, who is due to announce to-day the preliminary results for the year ended March 31, 1975.

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corre. of special div.	Total last year	Total this year
Barr & Wallace Arnold	2.75	July 15	2.81	2.75	2.81
Cambrian Gen. Secs. Int.	1.63	June 27	1.34	—	5.03
Chamberlain & Hill	1.14	July 25	1.22	2.04	1.87
Coalite & Chemical	0.32	Aug. 1	0.32	0.61	0.56
R. & G. Cuthbert	0.35	July 31	0.35	—	1.6
Ever Ready	2.82	July 17	2.08	3.19	2.84
F. G. Gates	3.86	July 8	3.36	3.86	3.86
Hardy (Furnishers)	1.86	—	1.86	2.82	2.82
Hartwells	2.28	July 31	2.32	3.28	3.97
Investment Trust Cps.	3.12	July 8	2.68	4.53	4.08
Kelsey Industries	2.82	—	2.82	—	2.82
John G. Kincaid	13.19	—	15.25	18.19	18.75
Liner Concrete	0.24	Aug. 1	0.22	—	0.8
London & Lennox Inv.	1.3	June 27	1.15	1.65	1.5
Muirhead	0.55	July 16	0.55	—	2.83
Napier	30.58	May 30	27.2	30.58	27.2
Ozalid	3.13	July 18	2.67	5.3	4.59
Ransome Hof. Pollard Int.	1.19	July 17	1.09	—	2.93
Secombe Marshall	3.85	July 1	5.17	5.84	5.17
Stockholders Invest. Int.	2.5(4)	July 16	1.3	13.97	12.587
Time Products	0.93	—	0.88	1.25	1.15
Turnbull Scott Shipping	4.41	July 1	4.25	8.41	7.75
Viking Resources	0.55	—	0.55	—	0.5
Woolworth (F. W.)	2.5	—	2.5	—	2.5

Dividends shown pence per share net except where otherwise stated. † On capital increased by rights and/or acquisition issues. (a) To reduce disparity.

Runciman turns in £2.41m. Peak £2.1m. for Time Products

WATCH AND clock distributors and retail jewellers, Time Products, reports group turnover up from £11.34m. to £13.32m. for the year to January 31, 1975, and an advance in taxable profits from £1.61m. to a record £2.1m. after £0.83m. against £0.96m. for the first half.

Earnings are shown to be up from 15.3p to 18.5p per 10p share and the dividend is effectively raised from 1.446p to 1.25p net with a final of 0.83p.

1974-75 1973-74

Group turnover £13,320,000 £11,340,000

Trading profit £1,815,540 £1,197,592

Share of associates £28,487 £29,582

Profit before tax £1,844,027 £1,227,174

Taxation £445,380 £468,883

Extraordinary credit £139,287 £1,015,544

Minority loss £2,000 £2,000

Dividends £72,389 £69,898

Balance £1,244,738 £46,389

comment

Helped by a buoyant Christmas period, Time Products maintained a steady rate of volume growth throughout 1973-74, sales rising by 35 per cent. and pushing profits up by 24 per cent. pre-tax. On the face of it, the current year's prospects appear to be threatened by the recent rise in VAT on precious metals, but high levels of taxation on jewellery products are nothing new to the sector and this is expected to have only a limited effect on volume this year. The declining pound has pushed prices of imported watches up at a rapid pace recently, but the group's concentration on fashion goods, the prices of which are rising at a slower pace than those from elsewhere, may offer some protection against price resistance. In fact, the group reckons that demand on its retail side is showing no signs of slackening, while its wholesale operation has seen no evidence of de-stocking by customers. This is just as well, since the shares at 36p are yielding well below the sector average at 3.1 per cent.

ISSUE NEWS

One-year bonds at 12 1/4%

The coupon rate on this week's batch of local authority one-year bonds slipped from last week's level of 12 1/2 per cent. to 12 1/4 per cent. at par. The bonds are due on May 26, 1976.

This week's issues are: Royal Borough of Kensington and Chelsea (£1m.), City of Manchester (£1m.), Bedford District Council (£1m.), Cumberland District Council (£1m.), Mole Valley District Council (£1m.), City of Exeter (£1m.), Copeland Borough Council (£1m.), Strathclyde Regional Council (£1m.), London Borough of Wandsworth (£1m.), Inverness District Council (£1m.), Sedgemoor District Council (£1m.), Salisbury District Council (£1m.), West Lothian District Council (£20.3m.), Borough of Ipswich (£1m.), Lochaber District Council (£1m.), City of Dundee (£1m.), Renfrew District Council (£1m.), Metropolitan Borough of Sandwell (£1m.), Metropolitan Borough Council (£1m.), Inverness District Council (£1m.), Borough of Ipswich (£1m.), Mid-Bedfordshire District Council (£1m.), Newbury District Council (£1m.), Northamptonshire County Council (£1m.), Oldham Metropolitan District Council (£1m.), Plymouth City Council (£1m.), Borough of Sunderland (£1m.).

ASSOCIATED BISCUIT of the £8,953,193 ordinary shares of 20p each of The Associated Biscuit Manufacturers offered by way of rights at 33p per share to ordinary and 'A' ordinary shareholders entitled on May 16, 1975, 8,442,070 ordinary shares

First half surge to £3.13m. by RHP Budget

DESPITE THE general economic climate, Ransome Hoffmann Pollard's performance — as fore- cast — continued to improve in the first half of 1975, with a six-month profit almost trebling from £1.06m. to £3.13m. Including the monetary gains of £1.14m., this is equivalent to £2.23m. on a CPP basis.

Although the second half includes the holiday period, chairman Mr. G. W. Barlow expects the total to be maintained in the second half.

First half earnings are shown to be up from 2.3p to 7.7p per 25p share or, fully diluted, from 2.5p to 6p and Mr. Barlow explains that the continued improvement is derived from benefits from investment and reorganisation carried-out in recent years.

Interim dividend is up from 1.08875p to 1.19p, an increase of 12.5 per cent. The directors say that the continued improvement in the company's performance will increase the total by the maximum permitted.

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

Attributable £1,082,498 £1,082,498

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

Attributable £1,082,498 £1,082,498

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

Attributable £1,082,498 £1,082,498

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

Attributable £1,082,498 £1,082,498

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

Attributable £1,082,498 £1,082,498

1974-75 1973-74

External sales £1,075,757 £1,075,757

Trading profit £1,060,000 £1,060,000

Interest £21 47p

Conv. loan stock £21 47p

Profit before tax £1,082,498 £1,082,498

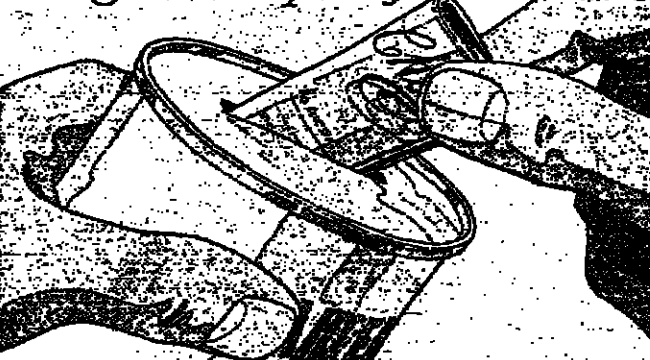
Taxation £1,075,757 £1,075,757

Net profit £6,741 £6,741

Extraord. credits £1,082,498 £1,082,498

How to give more to charity

without paying out one single extra penny



When you have an account with the Charities Aid Foundation all monies in it are tax-privileged.

Thus, for every £1 you pay each year into your account from taxed income, around £1.15 is available for your distribution to charity.

If everyone who gave to charity would give from tax-privileged income, the value of charitable donations would increase enormously and charities would be able to solve many of their financial problems.

And, it would cost you not one single extra penny.

Charity Credits - the simple way to make donations

Drawing on your account with the Charities Aid Foundation is simplicity itself.

As an account holder you will be given a book of Charity Credits. All you do is to complete one as if you were writing a cheque. You then give it or send it to the charity of your choice. You can even put it into a collecting box in the case of a door-to-door collection.

The CAF then debits your account and credits the charity with the amount specified.

How to open an account with the CAF

You can open an account with the CAF by co-signing an annual sum; or by transferring capital, under Trust, as a gift or loan; or in a variety of other ways which may be especially suited to your circumstances.

The CAF has prepared a series of booklets detailing their services. Please use the coupon to ask for the booklet or booklets that interest you.

To Charities Aid Foundation
Please send me the following booklets:-
THE FACILITIES OF THE CHARITIES AID FOUNDATION
A guide to methods of giving to charity
TRUST FACILITIES
A guide to those who wish to give capital to charity
GIVING TO CHARITY FROM INCOME
A guide to individual donors
THE BUSINESS SIDE OF GIVING TO CHARITY
A guide to Company Directors
CHARITY CREDITS
An explanatory leaflet
DEEDS OF COVENANT
Their preparation and administration.

Name _____
Address _____

PLEASE USE BLOCK LETTERS
CHARITIES AID FOUNDATION
Specialists in the administration of tax-privileged funds for charity

ROYAL DUTCH PETROLEUM COMPANY
(N.V. Koninklijke Nederlandsche Petroleum Maatschappij)
Established at The Hague, The Netherlands

FINAL DIVIDEND 1974
With reference to the announcement dated 16th May, 1975 regarding the FINAL DIVIDEND for the year 1974 on the shares of N.Fs.20 registered in the U.K. Section of the Amsterdam Register, Royal Dutch Petroleum Company announces that the rate of exchange fixed for the payment of the dividend is N.Fs. 5.6225 = £1. The gross amount of the dividend will be 81.045p per share and the amount of the 25% Netherlands Dividend Tax will be 20.261p per share; the net amount payable will therefore be 60.784p per share.

21st May, 1975 ROYAL DUTCH PETROLEUM COMPANY

Successful year ahead for Matthew Hall

ALTHOUGH THE uncertain economic outlook, with continuing inflation, cannot be ignored, indications are that 1975 should be a successful year for Matthew Hall, says chairman Sir Rupert Spall.

However, a high proportion of the work load will still be in progress at the year-end and under the group's present accounting practice profits thereon will not materialise in the accounts until after 1975.

The year started with a record order book and so far trading has been satisfactory, reports Sir Rupert.

As reported May 2, group pre-tax profits for 1974 improved from £2,025,000 to £2,345,000, a "significant factor" not fully reflected in the results was the substantial increase in contracts in progress in the group's oil, chemical and industrial engineering business which should be of considerable benefit to future profits, says the chairman.

In 1974 Matthew Hall Engineering made a major breakthrough in the U.K. oil and gas market and secured over £120m. of North Sea contracts.

This tremendous upsurge in activity has necessitated the opening of regional offices in Manchester and Southampton.

The future looks bright, with a worldwide demand for process plant engineering, particularly from the Middle East and aided by world-wide offshore exploration and production activities, says Sir Rupert.

At Holiday Hall (the electrical and instrumentation services offshoot) work in hand for 1975 is in a strong position and work load is expected to be well up on last year. A large order has been obtained recently covering services for an oil platform module and it is anticipated that further work of this type will feature significantly in the future.

The prospects in the fields of North Sea oil and gas exploration and production have provided a strong impetus to the company's growth and opportunities to enter this sector. An air-conditioning, pipework and fire protection offshore group has been formed to deal with platform projects and currently MHMS is working with other group members, working for Shell U.K. Exploration on their Brent "C" and Cormorant "A" platforms; and with Mobil Exploration Norway Inc. on Phase One of the Statfjord Field.

During the year there was a net cash outflow of £929,454. This reflects a decrease from £1,260,284 to £503,129 in short-term deposits, and a reduction from £447,891 to £173,801 in net cash balances—

after deducting an overdraft of £333,665 (nil) at the end of the year. The year ended on June 16 at noon.

Chairman's statement, Page 25

For the current year Mr. Plant anticipates that Napcolour, with its state-of-the-art operations virtually doubled and its production facilities largely reconstructed, is well placed to take full advantage of market potential. It remains a high priority for the company to obtain a Stock Exchange listing when market conditions permit and this objective is kept under regular review.

Meeting, Chester, on May 29 at 2.30 p.m.

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Upsurge at Turnbull Scott

AFTER ALL charges including tax but not depreciation, profits of £1,750,000 (1974) jumped from £1,222,000 to £1,750,000 in the year to January 31, 1975. Depreciation takes £453,232 compared with £347,025.

There is a surplus on disposal of ships of £2,735,038 against £1,170,552. Tax on associate companies is up from £5,804 to £37,810, and £497,000 (£78,000) is transferred to the tax equalisation account. Last year there was a tax adjustment of £307,196 relating to the increase in tax rate. The final dividend is 4.414p net lifting the total from 7.75p to 8.414p.

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Advance at Maurice James

In line with the forecast of not less than £320,000, taxable profits of Maurice James Holdings finished 1974 at £344,711 compared with £223,282 after rising from £112,000 to £182,000 in the first half.

Earnings are shown to be up from 2.47p to 3.31p per 10p share. Interim dividends totalling 2.412p (2.174p) net have already been paid.

The group's interests include road haulage, paper sack manufacture, and waste disposal.

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

Chairman's statement, Page 25

BUSINESS AND INVESTMENT OPPORTUNITIES

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTER

APPOINTMENTS

Manager Management Systems

The newly-created International Division of one of the UK's largest banks requires a manager to establish and run a user-oriented Management Systems Department.

Associated with strategic planning, he will play a key role in the appreciation of business objectives and strategies, creating advanced management information systems to assist in decision making and control. Detailed systems analysis and programming is done by the bank's central computer operations division.

Candidates must have several years' experience of computer systems management, preferably in a financial organisation. Salary around £10,000 plus excellent fringe benefits. Location City of London.

Please send relevant details - in confidence - to D. R. U. Bennell ref. B.43409.

MSL World wide

Management Selection Limited
17 Stratton Street London W1X 6DB

Arabian Gulf Foreign Exchange Dealer

A well established and rapidly expanding bank requires a foreign exchange dealer who will also be involved in deposit dealing, investment and liquidity management. There are good prospects of advancement.

Candidates, aged about 30, must have experience in foreign exchange dealing and, preferably, a sound knowledge of general banking.

Salary is negotiable about £5,400 tax free plus bonus, allowances for car, C.O.L., free housing, air passages and medical scheme. 4 weeks' annual leave. Initial contract of 2 years is renewable.

Please send relevant details - in confidence - to J. M. Ward ref. B.41245.

MSL World wide

Management Selection Limited
17 Stratton Street London W1X 6DB

TULLETT & RILEY CO. LIMITED

We are expanding our dealing teams on Euro Deposits, Sterling Deposits and Foreign Exchange. Applications are invited from men with experience in these areas. Contact:

Valerie Eyles
(Confidential Secretary to the Directors)
Tullett and Riley Co. Limited
38 Cannon Street, London, E.C.4
Tel: 01-248 9260

All applications will be treated in strict confidence

GENERAL OFFICE CLERKS

Stockbroker has vacancies for Gilts Settlement and Transfer Clerks with at least 2 years experience. Highly competitive salaries offered. Write Box A5072, Financial Times, 10 Cannon Street, London EC4P 4BY.

Due to expansion in all departments, International Foreign Exchange and Money Brokers are looking for

EXPERIENCED STAFF

Apply in writing to R. P. Martin and Co. Limited,
36/40 Coleman Street, London EC2R 5AN

APPOINTMENTS WANTED

Marketing/Promotion Executive

aged 42,

with Cambridge economics degree,

would like to put his considerable energy and expertise to effective use within an international company.

His main strengths lie in the formulation of creative advertising, entrepreneurial marketing and top-level presentations - especially when related to publishing or the motor industry.

He is willing to consider fresh fields, of course, particularly where the assignment is challenging and demanding. Is at present London-based, but free to travel extensively or re-locate.

Please write to Box E.5960.

Financial Times, 10 Cannon Street, London EC4P 4BY.

WELL KNOWN & ACTIVE

SALES ENGINEER

TO THE

MARINE INDUSTRY

Having negotiated for both capital and consumer products with shipbuilders for over a decade, seeks fresh opportunities. Write Box T.1116, Financial Times, 10 Cannon Street, EC4P 4BY.

COMPANY

NOTICES

ANNOUNCEMENT

Sociedad Minera Argentina Boliviana S.A. (Mining Co.) hereby states that it has had no dealings with the Republic of South Africa since 1973. It does not intend to do so in the future and does not intend to do so in the future.

The Directors.

117 INTERNATIONAL GROWTH FUND S.A.

Head Office: Luxembourg, 37, rue Notre-Dame
Trade Register: Luxembourg, B 10.452

The Statutory General Meeting of Shareholders held on May 5, 1975, resolved that a dividend of US\$ 1.20 (20 cents) per share will be payable on June 16, 1975 to shareholders of record May 5, 1975 on presentation of coupon n° 4.

Luxembourg, May 5, 1975.

DE BEERS CONSOLIDATED MINES

DECLARATION OF DIVIDEND

Dividend No. 60 of 37.5 per cent, equivalent to 37.5 cents per share, payable on 27th June 1975, has been declared payable to the holders of preference shares registered in the books of the company at the close of business on 27th June 1975. The dividend is payable in cash or by cheque to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

The dividend is payable to the order of the shareholder or to the order of the bank named in the shareholder's order.

ANGLO AMERICAN CORPORATION

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

ANGLO AMERICAN CORPORATION
SOUTH AFRICA
SOUTH AFRICA
SOUTH AFRICA

Tax legislation now almost unworkable says advisory group

By MICHAEL BLANDEN

EXISTING TAX laws are becoming "virtually unworkable" and there is a real danger that policy makers will threaten to accept the advice of the Tax Advisory Group, the President of the Institute of Taxation, claimed at its annual meeting yesterday.

He added: "If the manufacture of detailed tax legislation to continue, the possibility exists that a breach of tax law will either become generally acceptable, or the new tax laws will have to be policed to an extent hitherto unknown. In this country and by inquiry methods would endanger our present concepts of freedom and justice."

In the present climate of reorganisation and rationalisation of businesses, he said, the present tax charging and anti-avoidance legislation is now so complicated that it is virtually impossible for tax advisers to give advice on any major commercial plan of operation with the speed that the needs of commerce and industry demand.

Mr. Airey commented that the Government had turned in a

short time from its intentions of tax simplification to increasing the number of new tax laws.

There must be few Revenue officials and tax advisers now, he said, who had a complete working knowledge of the whole tax system. Even these were being overtaken by new laws.

Specialising

Specialisation would be an answer, but for the inter-relationship between most taxes. And if it became necessary for the new generation of tax practitioners to specialise, then the extra recruitment to the tax profession would seriously detract from the availability of these people to commerce and industry where they were equally needed.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "It is hoped that the Chancellor will recognise that the saturation point of tax law could impair this healthy position," he said.

Mr. Airey said that the Inland Revenue and the Customs had built up a reputation of honest and competent service, devoted to the welfare of the taxpayers in general. "

FINANCIAL TIMES SURVEY

Wednesday May 21 1975

J. J. J. J.

SEYCHELLES

The Seychelles islands in the Indian Ocean, which are due to gain independence from Britain next year, make up a community whose economic prosperity is being transformed largely by exploitation of its tourist resources. But a few political questions need to be clarified before independence.

Tourist paradise takes shape

WITHIN about a year Seychelles, the cluster of 90-odd islands about 1,000 miles east of the coast of Kenya, should be an independent state. The dwindling stock of British colonies will have been reduced by one and there will be one more voice at the United Nations and another member of the Commonwealth.

It would be misleading to infer from this that the inhabitants of Seychelles are all obsessed with the fervour of uburu. Both the islands' political parties fought the last election in April, 1974, on independence platforms and a constitutional conference in London last March agreed that independence should be granted by June next year. Seychelles is thus committed, but there are still Seychellois who, while accepting the inevitability of independence, doubt whether it will be a success.

Seychelles has a population of about 56,000, most of whom live on the main island, Mahé, and a large number of those in the capital, Victoria. There are no indigenous inhabitants and the people come in every shade

from white to black. Although English is the official language, they speak creole, a French patois, among themselves. They are almost all startlingly attractive, as indeed are the islands they live on, and race relations are no problem, although people usually try to marry someone with a lighter skin than themselves.

Until a few years ago the economy was almost entirely dependent on exports of copra (dried coconut) and cinnamon, and even now the value of imports is more than ten times that of exports, the balance of payments gap being made up with capital inflows and large sums of British aid. But although Seychelles is not yet viable its economy was transformed in 1971 when a \$5m. airport was opened on Mahé, triggering off fast growth of a tourist industry. Last year, 26,000 tourists visited Seychelles and up to 40,000 are expected next year.

Seychelles does not intend to rely entirely on tourism for its future prosperity. It hopes to develop a deep-sea fishing industry, to improve its agriculture and to capitalise on its good air communications, and lack of exchange control by becoming an offshore financial centre. It balanced its budget for the first time this year but will need budgetary assistance from Britain after independence to meet the expenses of setting up a new State. It wants representation in London and possibly also New York (at the UN) and wants to make some provision for internal and external security given the fact that Britain is not offer-

ing a defence agreement. Aid for the recurrent budget is not unusual for independent states so it needs to be explained why Seychelles is becoming independent at a stage some might judge premature. Initially Mr. Jimmy Mancham, the 36-year-old Chief Minister and leader of the Seychelles Democratic Party (SDP) wanted closer links with Britain and bravely told the UN Committee on Decolonisation so, arguing from a mixture of sentiment and economic practicality.

Opposition

But two factors forced his hand. One was that Britain did not reciprocate his attentions, especially in view of the withdrawal from east of Suez. The other was that the opposition party, the Seychelles United Peoples Party (SUPP), made independence a red hot issue, and were designated freedom fighters by the OAU Liberation committee, which sent them relatively large sums of money (up to \$80,000 according to most estimates) for the last election campaign. Over the past few years a number of bombs have been exploded, apparently in the cause of independence.

The independence movement became so effective that in April 1974 Mr. Mancham abruptly switched his policy and fought an election on the issue of which party should lead Seychelles to independence. He won a decisive majority of seats in the Legislative Assembly (13-2) but because of the constituency system which reflects West-

minster in a somewhat grotesque way, he was able to do so with only about 52 per cent. of the vote against 48 per cent. for the SUPP.

The result only exacerbated the bitterness of the islands' politics and the antagonism then existing between Mr. Mancham and Mr. Albert René, the leader of the SUPP. There were allegations of electoral malpractice against the SDP and two by-elections were held, which the SUPP did not contest in protest against the electoral system. The SDP is a conservative party and draws much of its support from business and landowners. It also represents those who want to keep strong links with Britain. The SUPP is not unlike the British Labour Party in the wide spectrum of views which it straddles and the problems it creates for its leader, who is himself a fairly mild socialist.

But many Seychellois decide how to vote according to whether they prefer the personality of Mr. Mancham, who has achieved a world wide reputation as a bouncy publicist for Seychelles, or that of Mr. René, who is a man of greater subtlety and a lower profile. The SDP's stature has grown from being in Government and the SUPP has acquired a reputation for opportunism which some call irresponsibility. It came as a shock therefore to some observers of Seychelles affairs that at the end of the constitutional conference in London Mr. Mancham asked Mr. René to join him in a Coalition Government. Mr. René accepted, and the coalition comes into effect next month.

Mr. Mancham went into the conference hoping it would agree on an early date for independence, and establish a constitution in which the SDP would retain its commanding position even if the number of seats in the Legislative Assembly had to be increased by adding nominated members from each party. But Mr. René stalled on so many issues, pressing for reform of the electoral system, and new elections before independence that there was no agreement on an independence constitution. It was finally agreed that a commission should look into the electoral system and that a new conference should take place next January, with June the target date for independence.

The interim constitution, which comes into action on September 1, sees the reduction of the powers of the Governor, Mr. Colin Allan, in favour of those of the Chief Minister. There are to be 12 Ministers, four of them provided by the SUPP under the coalition agreement. Each party is nominating five members to the assembly, and in the SUPP's case three will immediately become Ministers.

Although Mr. René will now presumably have to stifle his criticisms of government policy his intransigence at the conference table paid off. His party will gain weight from being in power and he will be able to challenge the previously accepted notion that Mr. Mancham would be Seychelles' first Prime Minister. If the legislative assembly, in return for the possible use of the islands the U.S. provided the

especially if the voting age is lowered from 21 to 18. The issue of whether or not there should be an election before or after independence has yet to be settled, although it would be contrary to the agreement reached between the two parties before the last election. It is not favoured by Britain.

The extended run-up to independence will at least divert the islands' politicians from the developing power struggle in the Indian Ocean which is likely to intensify if the Suez Canal is reopened. The islands are strategically placed and could attract Soviet attention. Both political parties stress that they want to be neutral and see the Indian Ocean as a zone of peace.

Delicate

This is a cause which Mr. René may well invoke if, as he has hinted, he raises at the next constitutional conference the delicate issue of the future of three islands which are not part of Seychelles but which are in the Seychelles archipelago. The three islands—Aldabra, Farquhar and Desroches—were detached from Seychelles in 1965 and lumped with the Chagos archipelago into the British Indian Ocean Territory.

The Territory, known as BIOT, was set up in agreement with the U.S. Government and straddles more than 2,000 miles of the ocean. Accord was adopted at the time with the Seychelles Government and in return for the possible use of the islands the U.S. provided the

money which went to the building of Mahé airport and other developments.

Similarly Mauritius was compensated for the loss of the Chagos archipelago which includes the atoll of Diego Garcia on which the building of a U.S. air and naval facility is now going ahead. Of the three islands of concern to Mr. René, Aldabra is leased to the Royal Society for natural history study and the other two are leased to Seychellois for coconut production.

Mr. René contends that the three islands are a "natural" part of Seychelles and that their return would restore the "integrity" of the island state. What does and does not constitute a "natural" part of Seychelles is a nice question.

In 1903 Seychelles was detached from Mauritius and it is pointed out that Seychelles might as logically ask for the return to Seychelles of Mauritius (which has been independent since 1968) and the islands it owns, some of which are fairly close to Seychelles.

The latest defence cuts further reduce Britain's role east of Suez and it would be inconceivable that Britain should now want to make use of the islands for defence. It would probably be content to see them returned to Seychelles in due course, but this would depend on U.S. consent because of the agreement with the U.S. Government. Mr. Mancham has also adopted the issue in a minor way, perhaps in order to preempt Mr. René, and he recently raised it in the U.S. with a view to making the Americans take

BASIC STATISTICS

Area	90 islands 107 sq. miles
Population	56,000
GDP (1974 est.)	Rs.155m.
Per capita	Rs.2,800 (est.)
TRADE (1973)	
Exports	Rs.12.9m.
Imports	Rs.141.4m.
Exports to U.K.	£120,000
Imports from U.K.	£3.7m.
TRADE (1974)	
Exports to U.K.	£243,000
Imports to U.K.	£3.0m.
Currency	Seychelles rupee £1 = Rs.12.3

his line in the periodic Anglo-U.S. talks on the Indian Ocean, a session of which ended yesterday.

It needs to be stressed that there are few points of policy on which the two parties are seriously divided. There is little between them on the issue of development strategy, and on foreign policy Mr. Mancham has become reconciled to his former bugbear, the OAU, of which Seychelles will on independence be a full member, while Mr. René is aware that for economic reasons a pragmatic approach to South Africa—and especially to South African tourists—is advisable. As a dependent territory Seychelles is an associate member of the EEC, and this will continue after independence.

The only real issue between the two parties, which is not likely to be muffled in coalition, is who the future ruler of Seychelles is to be.

James Buxton

TEMPOOL JEE

has imported goods
and marketed them in

the Seychelles and
even on Bird Island
for over 93 years

We can sell your product too...

Importers of: Foodstuffs, Provisions, Wines & Spirits, Cigarettes, Baby Foods,
Household Products, Coca Cola, Toiletries, Cosmetics, etc., etc.

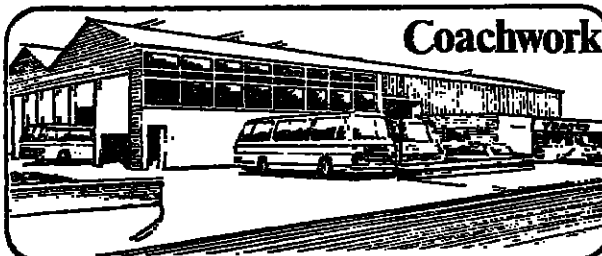
WHOLESALE & RETAILERS

Write to:
TEMPOOLJEE & CO. LTD., PO Box 9, VICTORIA, MAHE, SEYCHELLES. Tel: 2855 2648

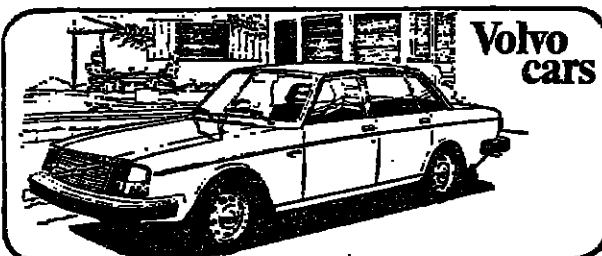
The YEATES Group



As Britain's leading bus and coach suppliers, Yeates cover the British Isles. The Yeates Coach Centre at Loughborough, Britain's largest and best equipped—with superb service and parts facilities, often carries one million pounds worth of new and used coaches in stock for immediate delivery. No wonder the nation's coach operators look to Yeates for quality and value—no one can beat Yeates for bus and coach value! Yeates commercial service facilities also provide comprehensive maintenance for large and small truck operators.



In Leicester is the Neaverson Van Bodyworks which makes a wide range of motor van bodies, including a popular range of meat transporting vehicles with or without refrigeration. Neaverson also manufacture a unique meat loading gear which is in service all over Britain and abroad. Here again the accent is on making what the user wants. This works also provides the full range of van body maintenance and repair services.



Back in the City of Leicester the devolution of the motor industry away from the City Centre releases choice sites for prestige occupation. Yeates now have available—right in the centre of Leicester—a choice small site for 14,000 sq. ft. of office space above ground-floor shop, showroom, etc., a few yards from the main line railway station and civic centre. As well as its own private parking it is next-door to a multi-storey car park. There is also a City centre commercial property of around 4,000 sq. ft. with further land for additional development.

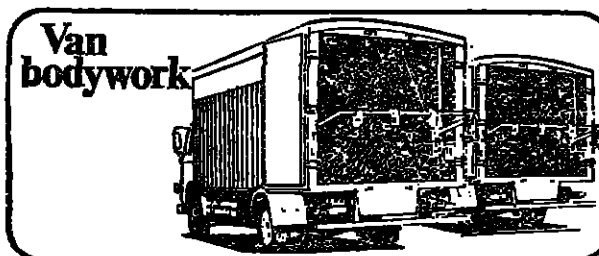
For details of any or all of Yeates Group activities, please write or phone:

YEATES

Head Office: Derby Road, Loughborough, Leics. Phone: 05093 4321 Telex: 34310



Yeates Coachwork is a complete coachwork service to operators. In a modern and purpose-built works, damaged vehicles receive first-class care and attention—covering the whole range of the coach builder's craft: bodybuilders, panel beaters, trimmers, painters, sprayers and signwriters. This PSV specialist works is perfectly equipped to get vehicles back on the road in the minimum of time or to equip vehicles to the most discerning needs.



Here at home we are perhaps best known as the distributor of Volvo cars with Yeates Volvo Value Centres in Leicester and Loughborough. We supply a quality car to a quality market—a perfect car for cruising the Leicestershire countryside or taking the motorways route to London or the North. Yeates make sure the Volvo owner gets the best from his car with the best of service and parts facilities.



For details of any or all of Yeates Group activities, please write or phone:

SEYCHELLES II

Seychelles

THE SEYCHELLES
HOTELIERS
ASSOCIATION

Announces the establishment of their Marketing Office, First Floor, Story House, Victoria, Mahe, Seychelles

Telephone: 2367,
Cables: SEYHOT.
Telex: SZ 218.

For the special request, contact us for a speedy reply.

Our membership includes all licensed hotels operating in the Seychelles.

THE SEYCHELLES
ASSOCIATION
OF TOUR AND
TRAVEL AGENTS

contact us at P.O. Box 381. We can assist you in developing your Seychelles programme. All locally registered travel agents belong to our organisation. (Both the above organisations operate within the structure of the SEYCHELLES TOURIST BOARD.)

THE
DEPARTMENT
OF TOURISM,
P.O. BOX 92

Welcomes enquiries from interested parties

HALLWAY HOTELS OVERSEAS LTD.

Hotel Development Consultants and Managers are proud of the part they are playing in the development of tourism in the Seychelles by the successful operation of their two hotels

THE BEAU VALLON BAY HOTEL
and THE REEF HOTEL — MAHE

For further information on Hallway's Investigation Development and Management services please contact:

23 Albemarle Street, London W1X 3FE
Tel 01-629 1694 Telex 265933

concerning Tourist development, either in the Hotel and Catering field or in the general Tourist Amenities areas. Contact us for further information.

Guide Books

In English, French and German, bound and in colour can be obtained from the SEYCHELLES TOURIST INFORMATION OFFICE, 202/204 Finchley Road, London NW3 6BX.

Telephone: 01.435 9817/8.

Price £1.50.

GENERAL TOURIST
INFORMATION is
available from us.

Be you investor, businessman or holiday maker, SEYCHELLES is your kind of place! Contact us so we can tell you more about ourselves:

Seychelles Tourist Information Offices are in—

LONDON—as above
PARIS—Teme etage, 53 rue
Francois 1er, Paris 75008,
France. Tel: 256-39-53.

FRANKFURT—Internationale Hotelverteilungen GmbH, Touristik-Service KG, 6 Frankfurt/Main Kaiserstrasse 73, W. Germany
Tel: (06 21) 23 69 12 and 23 85 94.

JOHANNESBURG—Miss Nancy Campbell (Pty) Ltd., P.O. Box 637, Johannesburg, South Africa. Tel: 838-4354.

NAIROBI—Church Raitt & Associates, P.O. Box 30702, Nairobi, Kenya. Tel: 25103. The administrative office is the Department of Tourism, P.O. Box 92, Victoria, Mahe, Seychelles. Tel: 2239/2655.

An economic transformation

IF AN HISTORIAN sits down in the early 1980s to write an economic history of Seychelles for the first time this year but in three sections. In the first he will deal with the history of the islands from their discovery in 1609 to the completion of the airport in 1971, describing an economy which, at least for the last 160 years of British rule, was almost totally dependent on exports of copra (dried coconut) and cinnamon, and on subventions from Britain.

Next he will cover the hectic years from 1971 to 1974 during which the economy was transformed by the fast growth of tourism and during which the construction industry became the islands' largest single employer. In the third section he should deal with the 1975-80 period during which the distortions created in the second period were ironed out and Seychelles proceeded more soberly to create a secure economic base, attaining viability around the end of the decade.

Statistics

Given fair economic and political winds the historian should be able to stick to this brief synopsis for the third section. But Seychelles is a long way from viability at the moment. Reliable balance of payments statistics do not exist but the trade figures show that in 1973 imports were valued at Rs.141.4m. (£10.6m.), while exports (not including re-exports) were Rs.12.9m. (£970,000)—less than one-tenth of imports. The balance of payments gap is met by inflows of private capital (of which no reliable estimate exists since there is no exchange control) and by development aid from Britain which in both 1974 and 1975 is about Rs.57m. (£4.2m.).

In the next five years Seychelles hopes to reach a situation in which it will not have to rely on development aid to balance its payments account, although British aid will be forthcoming for at least the next five years; after independence aid from other countries can be expected.

The Seychelles government is balancing its recurrent budget for the first time this year but in the first few years of independence it will require grant aid again to meet the expenses of establishing an independent state. The islands will need presentation in London and possibly New York, and since Britain is not offering a defence agreement some rudimentary defence provisions will have to be made.

In the next five years Seychelles will have to try to hold imports steady and increase its earnings from the tourist industry and other activities and attract more capital to the islands.

The structure of the economy will gradually change. In 1974 the total gross domestic product of the islands was estimated at Rs155.3m., with the largest single sector being agriculture at Rs23.8m., construction at Rs20.7m. and tourism at Rs13m. Projections by the islands' economists assuming a relatively low rate of growth suggests that GDP will grow by 4.8 per cent. between now and 1980. Growth this year is estimated at 4.8 per cent., but 1976 and 1977 should see much quicker growth, with a gradual slowing of the growth rate thereafter. By 1980 it is expected that tourism will be the leading sector, followed by agriculture (including fishing) and then construction, whose contribution to GDP is expected to remain around the level it reaches in the next year or so.

The development projects on which these forecasts are made are considered fully in an accompanying article. But one of the principal aims of development strategy will be to try to correct some of the distortions to the economy which were created by the period of fast growth from 1971 to 1974.

The airport was completed in the middle of 1971 and from then on economic activity focused on the construction of hotels for the tourist industry. As money poured in to pay the construction workers, and as the tourist industry began to employ increasing numbers of Seychellois, the standard of living in the islands rose

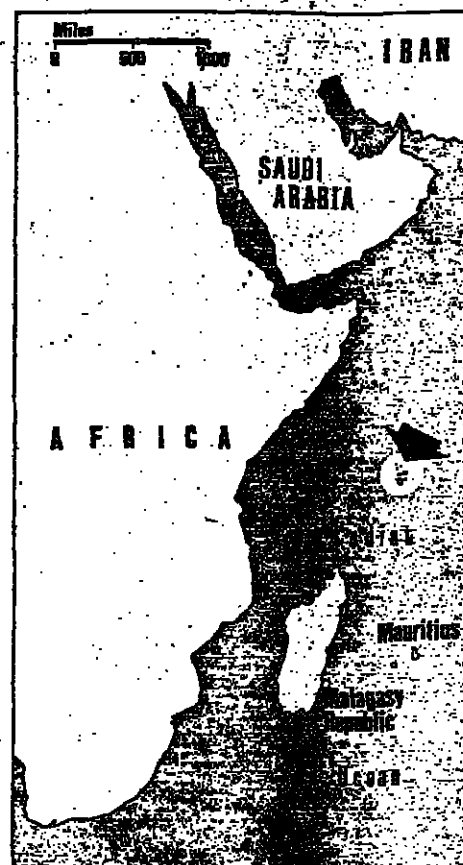
Recession

By 1973 the construction industry was employing nearly 4,000 people from a total private sector labour force of 9,500. But the world recession last year brought a sharp decline in construction activity as existing hotel projects were completed and new ones were shelved. By the end of 1974 construction employment had fallen to about half the level of the previous year.

Because of this construction slump the unemployment rate is thought to be at about 10-15 per cent. although in a relatively undeveloped economy such as that of Seychelles such figures are unreliable; a good deal of job sharing is known to go on. The figures are swollen, however, by the arrival on the labour market of large numbers of school leavers. The obvious potential for unrest is exacerbated by inflation: in the past year alone retail prices are thought to have increased by about a third.

The high wages paid in the construction industry have drawn labour away from agriculture and so caused stagnation in many sectors. Although there has been some drift back to the land and to fishing in recent months as unemployment has mounted this has not been as large as it might have been because many Seychellois associate agricultural work with slavery and prefer to do nothing. Fortunately, however, the tragic feature of well-educated young people leaving school to find themselves without a job is rare in Seychelles, since the education system is at the moment well-tailored to the economy's needs.

The recession fortunately has not affected the number of tourists visiting the islands—



bed occupancy rates have remained very high—and there are now signs that construction work will pick up again. Although work on one hotel should finish in the next few weeks, construction of another should start later in the year and there are good hopes of two new projects getting under way next year.

But the real boost to the economy is not likely to come until the details of independence have been settled and the political future seems clearer. Many Seychellois who did well out of the sale of land for tourist development in the last few years transferred it to the two Seychelles banks, Barclays and Standard and Chartered, lured by more competitive interest rates than were offered in the past and aided by the absence of exchange controls. But there has yet to be such a rush of money back to Seychelles as to suggest that Seychellois were preparing to invest in their own country.

One of the main constraints to economic growth so far has been the cost of expanding the islands' infrastructure. The roads are good compared with many islands of similar size, but they are probably inadequate for the number of cars now using them. The electricity supply is adequate for the present level of demand, but there has long been a water shortage despite the 100 inches of rainfall a year which Seychelles gets. One of the next projects to be tackled, with the assistance of the Ministry of Overseas De-

velopment, is the building of a £3m. dam to retain water in a reservoir. This is now expected to go ahead this year.

Telephone

Telecommunications are handled by Cable and Wireless, which operates the islands' telephone service, provides telegraph and telex links by radio to Nairobi and Bahrain for connection further afield, and operates the telecommunications for the police and airport. A new telephone exchange with a capacity of 2,000 lines is being built at a cost of £360,000 to be ready in mid-1976. The company is ready to expand its overseas links when demand necessitates it but has no immediate plans to do so.

A new port at Victoria, the capital, was opened in March this year after costing £2.5m. to build on land reclaimed from the sea. This will transform the islands' cargo transport since ships of up to 700 feet in length will now be able to moor at the quay: until now all but the smallest have had to anchor in the bay outside and use lighters for unloading. But because of the narrow channel through the coral, ships over 350 feet long will have to be towed into harbours by a tug, which is now on order from Hong Kong.

But even with faster handling there are still likely to be problems at the port. Shipping services to Seychelles tend to be spasmodic and although 300 Bird Island have landing strips two or three tend to come simultaneously. The new port has room for only two ships at a time, so the lighters are not being dispensed with.

The airport employs about 300 people and last year handled 25,000 people on over 140 flights with about 140 aircraft movements per month. This year the airport's revenue should not fall far short of expenditure and the airport handling company, Aviation Seychelles, in which the Government has a 60 per cent stake, made a 15 per cent return on capital in its first full year of operation.

This year £90,000 is to be spent on strengthening the runway shoulders to accommodate Boeing 747s, but there are no plans so far to expand the terminal building which can already handle two flights at a time in comfort. Air communications links are impressive. Although there are no flights at all on Mondays and Tuesdays, on other days there are direct flights to East Africa, South Africa, Europe and the Far East by the LATA carriers—British Airways, East African, Air France, Air Malawi, South African Airways and British Caledonian. The airport management has been trying to complete Seychelles' position as an Indian Ocean air "junction" with services to the Gulf and to Australia, but so far without success.

There are also inter-island services from the airport operated by Air Mahe which has two Britten Norman Islanders each carrying nine passengers. So far Praslin and other islands are projected. Both the airport and the port generate useful revenue for the Government.

James Buxton

SEYCHELLES
means
BEAUTIFUL

Imagine beautiful girls on beautiful beaches, turquoise coves against granite and green... finding a tiger cowrie in water so clean and warm... or not even looking for one, just laze on that coral white sand... and sparkling stars, charcoal smoke, cinnamon breezes, and sega dancing and camtote bands.

Imagine facts, figures, schedules, plans, appointments, costs, shipping, duties, meetings, feasibility, availability.

90°F is fine on the beach not so good in the boardroom.

We know the people you need to know. We know Seychelles very well indeed. We are Seychelles largest resident Contractors very experienced in all forms of hotel and commercial development. We are also quite a bit more.

Find out how we can help if you are interested in investing or developing in Seychelles. Ask Brian Holloway, Managing Director. The address is: Petit and Dumbelton (PTY) Ltd, P.O. Box 261, Victoria. Phone 2206/7. Cable PeeDee.

Petit and Dumbelton
MEANS
Business

Wildlife
sanctuary

SEYCHELLES is a rich, fertile group of islands, of delightful fairy terns. They with a great wealth of life, some of it unique. It is lying along the branches like difficult to understand why they were uninhabited until the moment residents of Bird Island, French arrived in the late 18th century. The Arabs called and went away as did the ubiquitous Portuguese, leaving no traces of settlement. There was, presumably, no native race to do the hard work in the hot, humid climate. It was a land occupied by myriad birds, giant tortoises, dugongs and turtles. Fish abounded. There were crocodiles, but few land mammals.

The birds are among the greater glories of Seychelles, and it is a favourite haunt of bird watchers and ornithologists. A prominent Seychellois, Mr. Guy Savy, has 2m. seabirds living in his back garden for some five months of the year; he owns a strip of coral called Bird Island, about 50 miles from the main island of Mahe and to this desolate, beautiful spot the sooty terns fly in to breed in huge, raucous colonies. Then they fly off with their young—to what place, or region nobody knows.

Recovered

I was told of an ornithologist who visited Bird Island to study the sooty terns. With the help of Mr. Savy's wife, Marie-France, he managed to ring a few thousand. Only one was later recovered, in Western Australia, and that was believed to have been blown off course by a storm.

It is also a mystery why the sooty terns choose Bird Island as a breeding place, totally ignoring Denis Island, 25 miles away, which is a similar coral island. That is not the end of the wonders of Mr. Savy's private bird sanctuary. It is a permanent rookery of bird life, alive with movement and a bedlam of crying and screaming.

The coconut palms and casual sailors' diaries, and appeared

CONTINUED ON NEXT PAGE

Bringing people
together
around the world
is our business.

By telephone,
telegraph, telex.

**CABLE &
WIRELESS**

Keeps you in touch with the world.

Head Office: Mercury House, Theobalds Road, London, WC1X 8BX. Tel: 01-242 4433. Telex: 23181.
Regional Office: Mercury House, P.O. Box 4, Victoria Road, Seychelles. Tel: 2221. Telex: 210.

SEYCHELLES III

July 1975



Mr. Bill Henderson talking to a tea picker on one of his Seychelle Tea Estate plantations.

Development plans range widely

THE SEYCHELLES Government believes that the two most promising sectors of the economy for the next five years are likely to be tourism and fishing. The plans and the problems of the tourist industry are dealt with in a separate article, but whereas the foundations of the tourist industry's expansion have already been laid, the same cannot be said for fishing.

That is not to denigrate the important progress which has been made in the fishing industry in the past two years. With the establishment of cold storage plants, and the institution by the Government of a scheme offering loans to fishermen to help them buy boats and engines, fishing catches have improved. Fishermen now go further out to sea and the cold storage plants help to even out the supply of fish to the market between the calm season when most fishing is done and the windy season when it is usually too rough for the boats to go out.

The value of the fishing industry's contribution to the economy was put at Rs4.2m. in 1974. But if the ideas for expansion which are now being considered go ahead, fishing's value to the economy could double in the next five years. So far the big shoals of tuna fish which swim around the edge of the Seychelles Bank (Mahé) and the soil is mostly have not been fished, at least not from Seychelles. But if a trawler fleet were established with a marketing organisation available to support it, Seychelles could export large quantities of fish (at the moment it just exports the small surplus left over after domestic needs have been met).

The scheme would probably involve a private company going into partnership with the Government, and British aid would be required. To make sure that Seychelles gained full

Crops

One of the biggest problems the Seychelles Government faces is that of raising agricultural production. The area of cultivable land is very small (only about 2,500 acres out of a total of some 35,000 on Mahé) and the soil is mostly poor, but even with these disadvantages remarkably little is made of what resources are available.

The two main crops are copra and cinnamon. Copra is the fruit of the coconut palm, which grows all over the island, and must be one of the most beautiful trees in the world. Copra is exported for the manufacture of vegetable oil. Cinnamon grows wild in profusion on the island, particularly on the higher slopes. It

is exported mostly to the U.S. as a herb. The harvesting of these crops is not in the least onerous, but output of both has been in decline in recent years. In 1974 2,125 tonnes of copra was exported, compared with 3,546 in 1971 and 5,548 in 1961. Only 640 kg. of cinnamon leaf was exported in 1974, compared with 11,356 kg. in 1971 and 83,249 kg. in 1961.

One reason for this sharp decline is the drift of labour away from agriculture with the start of the tourist industry. Not even the slump in construction has persuaded many workers to return to agriculture, which is tainted with associations of slavery. Another reason for the decline is the fact that much of the land is owned by landlords who have made money out of selling plots for tourist development and have no acquisitive spirit left. For a variety of reasons, some of them social, many estates are operated on a care and maintenance basis.

This is a sore disappointment to the island's ambitious agriculture department, although it has achieved some successes in recent years in developing livestock production. Seychelles is now self-sufficient in pork and eggs, and is close to self-sufficiency in poultry, all of which helps to cut the imports of food to feed the tourists. Tea is grown with some success in the higher areas.

But much more could be done. Few of the vegetables which flourish in tropical climates are grown—limes for the production of lime oil could be planted on the higher slopes; cattle could graze under the palm trees and eat coconut and sugar cane byproducts. There is also scope for agriculture-based industries—such as a coconut oil plant—which, because of the high added value, could pay good wages and attract labour back to the land.

Such schemes would depend on foreign aid donors who would want to be convinced that they would be viable. The Government has tried various schemes to shake farmers out of their inertia—there are advisory services, and a loan scheme to encourage the replanting of coconut palms, for example. Farmers who have returned to Seychelles from East Africa have set a dynamic example to the sluggards—but the example is not always emulated.

More drastic measures are now being discussed, not just by the former Opposition Party but in the agriculture department itself. It has been proposed that land which is not being fully utilised should be compulsorily bought by the Government and let out in small portions to other farmers, who would have to pay an economic rent for it.

The Government hopes to see growth of about 2.5 to 3 per cent. a year in agricultural output over the next five years. This would mean that agriculture kept fairly close to the annual percentage increase in population which is estimated at 3.2 per cent.

Apart from tourism, fishing and agriculture there are other schemes for economic development in Seychelles which have been mooted but which are a long way from being implemented. One idea is that a school should be set up to train Seychellois as seamen so that they could serve on ocean going ships, as happens in the Gilbert and Ellice Islands in the South Pacific. It is recognised that the initial costs would be great and that it would be several years before there were any returns.

Delays

Another possibility is to make more use of the port which has surplus capacity for storage. Because of the long turnaround delays in the East African ports of Mombasa and Dar Es Salaam it might be worthwhile for a large ship coming from Australia, or from Europe if the Suez Canal re-opens, to drop its East Africa-bound cargo at Seychelles for transshipment to Kenya or Tanzania and sail on elsewhere with the bulk of its cargo.

A more ambitious project which has been suggested is that the port is expanded and converted to handle containers and used as a "pivot" port. A large container ship from Europe could unload all its containers at Seychelles from which they would be redirected in smaller loads to East Africa and possibly the Gulf and India. This would be an expensive project to undertake since it would mean reclaiming a large amount of land from the sea, and would only be worth while if the shipping companies gave firm guarantees that they would use it, since Seychelles on its own could never generate enough trade to justify containers.

Finally Mr. Mancham, Seychelles Chief Minister, has spoken of the islands becoming a world financial centre. The idea was given a fillip by the ending of exchange control, except in certain cases, last year. Ideas are at present fairly vague, but the possibility of Seychelles becoming a tax haven has been discussed. This would require the complete redrafting of the islands' tax laws and an expansion of its legal establishment, since Seychelles has only four lawyers at present. With tax havens becoming increasingly unpopular with the treasuries of

We can tell you all about business in the Seychelles.



We can tell you where the business is, and where it's coming from. Our manager in the Seychelles is Gerald Crane. He and his staff will be glad to advise you on any financial problems you have. You'll find them remarkably well informed on commercial trends, business opportunities and general conditions on the Islands.

So if you are planning a visit, write to Gerald Crane at the address below. Or get in touch with our International Division, 168 Fenchurch Street, London EC3P 3HP. 01-283 89891.

And make sure you take Barclays travellers cheques with you—they're welcomed throughout the Seychelles. So will you be.



A world of banking
Seychelles Branch: P.O. Box 167,
Long Pier Road, Victoria, Mahé, Seychelles.

BRAUHAASE on the Job

Promoting — Planning —
Turnkey work —
Management

— Seychelles Breweries Ltd. Victoria/Mahé —

SeyBrew

Wildlife

CONTINUED FROM PREVIOUS PAGE

to have been similar to the Nile crocodile of Africa. They were very big and extremely fierce, and were often seen swimming out to sea to do battle with the sharks. The crocodiles appeared to have become extinct about the middle of the 19th century. Sharks, incidentally, keep their distance out in the deep waters beyond the continental shelf.

The numbers of the giant tortoises for which Seychelles was once famous have now dwindled to a few tame creatures lumbering about in gardens and back yards. Their main home, and one of the last left in the world, is the nature sanctuary at Aldabra, once a Seychelles island but now belonging to the British Indian Ocean Territory (BIOT) and leased to the Royal Society. Some 100,000 of these prehistoric creatures lay their eggs there peacefully, protected by the Royal Society. The giant tortoise population of Seychelles was once numbered in tens of thousands, but huge quantities were slaughtered and exported for food, largely to Mauritius.

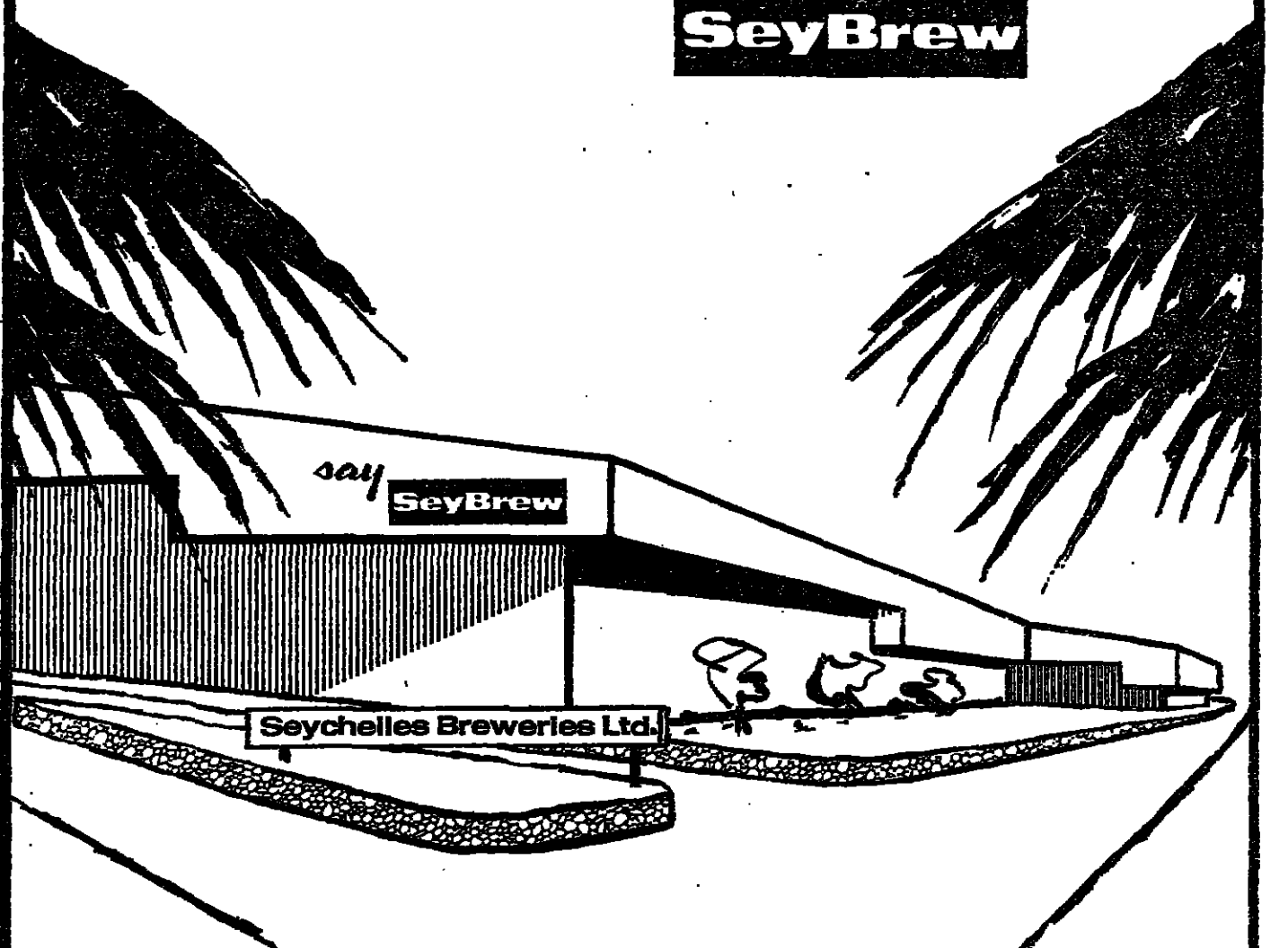
Similarly, the slaughter of the turtles has been so widespread over the years that they also are in danger of extinction, though strictly protected by the Seychelles Government. So prominent was the turtle in Seychellois lore that it appears in the official coat-of-arms. The green turtle, the one used for meat and Manioc House soups, used to abound in these waters. Not suitable for food, the hawksbill turtle was highly prized and caught in vast numbers for the tortoise shell industry, which once thrived on the islands. Hawksbills are more prevalent round the granite islands of Mahé and Praslin than green turtles, which breed round the outer coral islands in teeming colonies.

The huge rainforests of Seychelles were ruthlessly cut down and the timber exported many years ago, but the steep mountain sides of the granite islands are still thick with tropical trees and plants. There are many rare plant varieties such as sweet-smelling orchids. Another is the striking Pitcher Plant, a climber equipped with hollow receptacles, each with a kind of lid, and often containing water. They are, in effect, traps for insects on which the plant feeds. Believed extinct, but now given new life, is the jelly fish plant, so called because of its seed which looks like a jelly fish when opened.

The botanical wonder of Seychelles, however, is the coco-de-mer, which grows on giant palms, some 100 feet tall, found in one place only in the world, the Vallée de Mai, on Praslin Island. Some 4,000 of these palms grow down the long valley. Their fruits growing on the female palm resemble a human female pelvis. These nuts used to float across the Indian Ocean to the Maldives and India, and were highly prized as aphrodisiacs. The name, coco-de-mer, comes from the legend that they grew on submarine trees, and it was not until a Frenchman discovered the Vallée de Mai in the late 18th century that the age-old mystery was solved.

The coral reefs of Seychelles harbour some 300 species of fish and more than 100 kinds of coral, as well as hundreds of fantastic and beautiful shells. The coral itself is, of course, a living thing, needing plenty of light and warm water. Many fish, caught and eaten by man, depend on the coral reef for a livelihood, which is why Seychelles has protected most reefs by law, not perhaps before time as they were being stripped by coral and shell collectors.

John Worrall



BRAUHAASE HAASE-BRAUEREI GMBH • D-2000 Hamburg 60 • Borgweg 15 a
Telephone (040) 2 79 20 61 • Telex 02/13 580 nico d • Cable: Brauhaase Hamburg

FOR SALE

Modern Factory Showroom Office

complex totalling

17,500 Square Feet

on ½ acre New Harbour Trading Estate
Mahe, Seychelles.

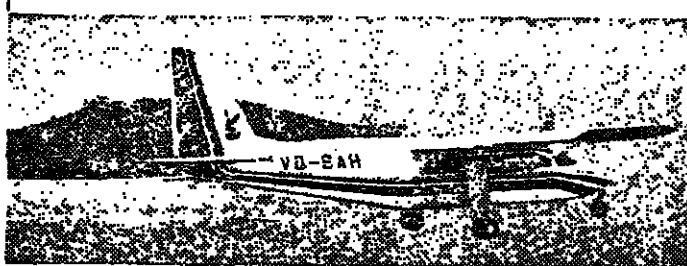
At present utilised for manufacture of furniture.

Has detailed planning for additional 10,000
Square Feet.

Also residential estate with overall planning for
42 Villas.

For further details apply:—BODCO, P.O.
Box 270, Mahe, Seychelles.

Fly AIR MAHE



Bird Island

IN AN ISLANDER

FROM MAHE TO PRASLIN

15 minutes Rs 140 return

FROM MAHE TO BIRD ISLAND

30 minutes Rs 300 return



Fisherman's Cove

Beau Vallon Beach MAHE

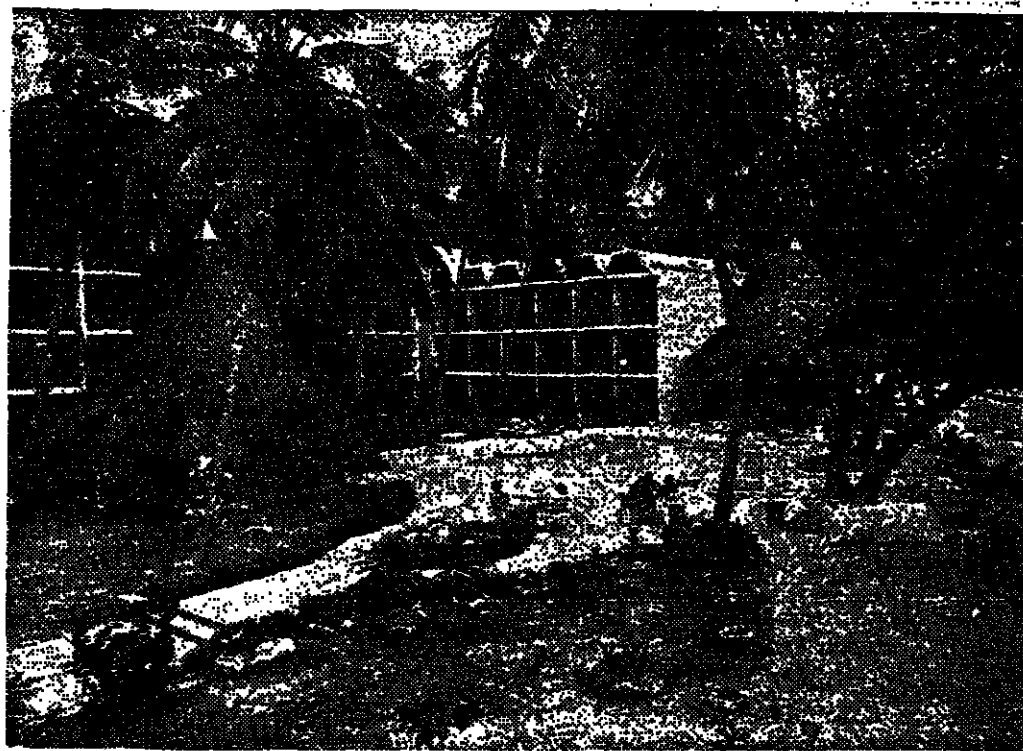
Cables: "FISHERMAN" Phone: 2552
Telex: 242 Fishcov SZ

A delightful local style hotel of 38 spacious air-conditioned double rooms all facing the sea with bathroom and large patio.

Rates to 14.12.75 inc.		Rates 15.12.75 to 31.3.76 inc.	
Double	Single	Double	Single
£21	£15	£23	£16
Full Board		Full Board	
£19	£14	£21	£15
Half Board		Half Board	

Plus 10% Service Charge
Special rates for children

Expanding tourist market



The Coral Strand Hotel on Mahe.

TOURIST development stemming naturally from the building of the airport, and the beauty and sensual atmosphere of the islands have become Seychelles' best asset. But before tourist interest really started the Government realised that there are many dangers in encouraging tourism in a small and underdeveloped place. Too rapid physical development could destroy the "paradise" the tourists were being invited to see: it could cause social problems and make the inhabitants resent tourists, destroying their much-publicised reputation for "friendliness." It might soak up labour from other economic activities and cause them to stagnate; and it could make the islands prey to speculators. It could place the islands at the mercy of trends in the world economy and in the tastes of jet-setters over which Seychelles could have no control.

Up to 40,000 tourists are expected in Seychelles this year, compared with 26,000 last year and a mere 15,000 in 1972, the year after the airport was opened. With the hotel construction boom having slowed down it is a good time to take stock of what tourism has done to Seychelles so far.

Unimpaired

First, it needs to be said that contrary to the cynical expectations of many Europeans the beauty of Seychelles is unimpaired. There are only three hotels with more than 100 beds, with one more due for completion shortly. Strict building regulations have kept the height of the hotels down to the level of the palm trees which makes them almost invisible from the sea. Although the roads of Mahe are busy with tourists chugging up and down in their rented Mini-Mokes the islands hardly swarm with them—most of them are concentrated on the beaches in front of their hotels. The long rugged west coast of Mahe, which must have some of the finest scenery in the world, is so far almost untouched by the tourist invasion. Two thirds of Mahe is either mountain or marine national park, and development on the other islands is strictly controlled.

On other points the conclu-

sion is less certain. As soon as it became known that an airport might be built in Seychelles speculators arrived and bought long stretches of coastline from the Seychellois landowners. Seychelles land can be and is sold from one owner to another outside Seychelles, although each transfer has to be registered and is taxed in the islands, and any purchase of land by non-Seychellois has to be made in Seychelles and paid for in rupees, although the money can be exported later.

The initial flood of speculators took the inexperienced Government officials by surprise and at first they found it difficult to distinguish between genuine developers and pure speculators. This led to some minor disasters, and the vetting procedure is now much more effective.

The growth of tourism brought a decline in traditional agriculture but stimulated new enterprises to feed the tourists. Other activities such as the renting of hire cars were developed, and the new construction industry put money into the pockets of large num-

bers of people. But the number of tourists has so far been too small to allow much development of small businesses such as restaurants and tourist shops.

The rapid rise and fall of the construction industry naturally caused social tensions on which Seychelles United Peoples Party (SPUP), while in opposition, was quick to capitalise. As the tourist industry tends to employ mostly young people it must cause strains within families. But there is no sign that the Seychellois are any less friendly towards tourists now than they were when they first arrived.

In terms of the number of tourists using the existing hotels, Seychelles has not felt the cold draught of the world economic recession, although it has, of course, experienced it in the decline in construction. The mistorms of Cyprus last year, and the cyclone in Mauritius early this year, have been of benefit to Seychelles, and there have even been cases of over-booking, and visitors being sent away. The hotels regularly have a very high occupancy rate of about 70 per cent, which

means a room occupancy rate of more than 90 per cent, allowing for the single people who have to take double rooms.

The Government is now trying to decide how tourism should develop in the context of the economy as a whole. The first priority is not to destroy the peace of the islands which attracts the tourists. Beyond that there is some doubt about which policy to adopt, not least because of the shortage at the moment of projects which look likely to go ahead, which encourages the Government from being too choosy. But the original target of 150,000 tourists a year (each staying an average of 10.5 nights) has been scaled down to about 100,000, and this figure should be reached by the end of the decade. The debate is over how to meet the target.

The strict environmentalists favour small select hotels, built with local materials (rather than steel and concrete) and conforming to even stricter planning controls than hitherto to make them unobtrusive. It is argued that such hotels are in keeping with the Seychelles

image of privacy and solitude. Africa, as their potential that they can be built without fastest-growing market. The outside expertise and that the hope to take more visitors from capital for them can be pro-

The other main view is that in addition to two or three large hotel projects which are likely to go ahead in the next year or two, a further two large projects should be authorised. Allowing for a high bed occupancy rate of 70 per cent and 10.5 tourist nights this would reach the target of 400,000 beds which are needed for 100,000 tourists.

The advocates of this policy argue that building small hotels costs much more per room than building big ones. Unless the small hotel is extremely luxurious and very expensive it would not be able to produce a reasonable return on capital. To reach the number of tourists which the economy needs to stimulate employment and growth, and which the islands can accommodate would mean filling up nearly every bay on the Mahe with a small hotel. The large hotels would concentrate the tourists into a few areas.

One factor which is likely to influence the Government's decision is the fact that most of the coastline is already in the hands of speculators. Although developers have to apply for a building permit before going ahead with projects (which are not necessarily granted) and must also present a workable feasibility study of the project to confirm the financial viability of the backers, the Government is still to some extent at their mercy. It can stop them building but it cannot make them build.

The Government welcomes Seychellois who come forward with projects for small hotels, but for many projects it is hard to persuade speculators to part with their land since they hope to get a better price for it another day. This suggests that the lobby which supports a few large hotels may win the day.

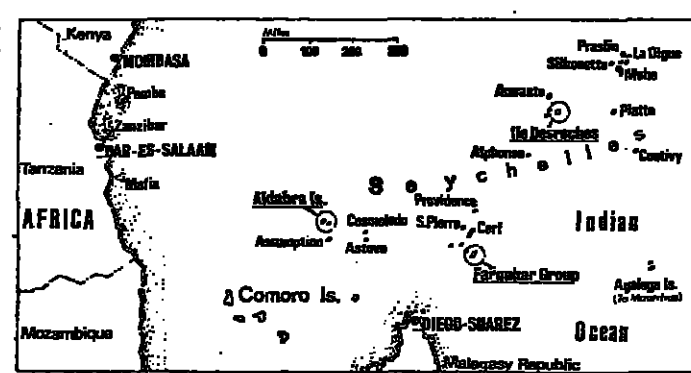
In the longer term restricted development of some more of the outer islands in addition to Praslin, La Digue and Bird Island, is contemplated. This is likely to be on a much smaller scale than on Mahe because of the high transport costs. But with so many islands available the scope for development of all kinds is enormous.

Seychelles' largest market for tourists is Europe, especially Britain, Germany and France. Of the 26,000 tourists arriving in Seychelles in 1974, about 14,000 were from Europe; the rest, 7,000 were from Africa and the Indian Ocean, 2,000 from North and South America, and 3,000 from Asia. But taking into account the long flight from Europe, Seychelles planners see African and probably South

Problems of BIOT

BIOT is not a new health drink. It represents the initials of the newest, smallest, least populated and most restricted colony in the vestigial British Empire—the British Indian Ocean Territory. It is not easy to visit BIOT. In fact, for all practical purposes it is impossible to go there being either forbidden defence territory, forbidden tern and tortoise territory, or just so far away in the wastes of the Indian Ocean that it would take months to get there.

BIOT was created in the middle 60s specifically to form a link in Western defence strategy. It contains Diego Garcia, a large atoll with a big lagoon, on which a U.S. air and naval facility is being built, the subject of violent controversy among the countries on the Indian Ocean littoral. The territory is administered from Seychelles, whose Governor is the Commissioner with the Deputy Governor the Administrator. What happens to BIOT when Seychelles becomes independent next year is bound to loom large



in the pre-independence constitutional conference in January. The territory consists of four groups of coral islands and atolls. Chagos, Aldabra, Desroches and Farquhar. They are mere coral dots in the ocean, none more than about 12 feet above sea level. There are no permanent inhabitants, but there is a shifting population of about 500, mostly migratory labourers on the copra plantations, and fishermen, if you exclude the American defence

personnel on Diego Garcia, in the Chagos Archipelago.

The territory was put together by Britain in a piece of colonial carpentry by buying Chagos from Mauritius for £3m, and detaching Aldabra, Desroches and Farquhar from Seychelles, which was compensated by building the £6m, international airport at Mahe Island. It seemed a fair bargain for Seychelles because the airport brought with it a valuable and growing tourist industry and daily contact with the outside world after decades of virtual isolation.

Britain put Diego Garcia at the disposal of the U.S. for 50 years, with the option of a 20 years' extension. Earlier, however, the plan was to plant the defence and communications base on Aldabra, a unique wildlife sanctuary, almost the last home of the giant tortoise.

To the wild life conservationists the idea of building a landing strip for jets on the island and disturbing the Giant Tortoises, the turtles and the rare seabirds which breed there, was unthinkable.

A tough "bird lobby" was formed to harass the British Government in Parliament and the Press. Zoologists and ornithologists let their hair down in rage; the letter columns sizzled. The "bird lobby" won its battle and the base was changed to Diego Garcia. The U.S. had made a big financial contribution to buying the islands both from Seychelles and Mauritius. Had it known that environmental pressures were to rule out Aldabra it might have been less generous in respect of Seychelles.

The Chagos islands are now lonely and empty of permanent inhabitants, who were removed to Mauritius and Seychelles. They once grew the best coconuts in the world. Aldabra was leased to the Royal Society and a permit is needed to go there. An uninformed visitor to Diego

Garcia runs the risk of encountering armed U.S. Marines.

BIOT is running into trouble from several sides. The base on Diego Garcia is under fire from Sri Lanka, India and Tanzania, all of them concerned about the power build-up in the Indian Ocean and wanting it declared a "zone of peace" and the base closed down and evacuated. Big pressures are likely to be put on Seychelles after independence to exert its influence on Britain, including pressures from the OAU, of which Seychelles will be a member. It is difficult to see this being very effective.

From another side BIOT may confront Britain with a big problem when the final run-up to independence comes next year. Mr. Albert René, the SPUP leader, has raised the question of whether the three former Seychelles islands of Aldabra, Desroches and Farquhar, should be returned to Seychelles. Aldabra, of course, could have considerable publicity value for the new state, but Desroches and Farquhar are merely coconut plantations, too far away to be administered economically. If BIOT were broken up it would leave Britain with the embarrassing rump of Diego Garcia, and the question of what to do with it.

Abolished

The question of the administration of BIOT must also be tackled by the British Government. In the coming independence constitution the present Seychelles Governor would go, to be replaced by Governor-General representing the Queen. How, then, to govern and administer BIOT? It is unlikely that the Commissioner and Administrator would be based in Seychelles after independence. That, I was informed on the highest authority, would be "just not be on." Britain is likely to be faced with having to base the administration of this unlikely territory in London, 6,000 miles away, and deposited in the care of an official in the Foreign and Commonwealth Office.

There is a British resident representative on Diego Garcia. Apart from the sale of copra, BIOT's main income is derived from the sale of stamps, of which several issues have been printed. The only BIOT post office is the Norvaer, the territory's boat, but stamps can be obtained at the Post Office in Victoria, capital of Seychelles.

John Worrall

THE UNIQUE DEVELOPMENT IN CENTRAL VICTORIA



COMPLETION MID 1976.

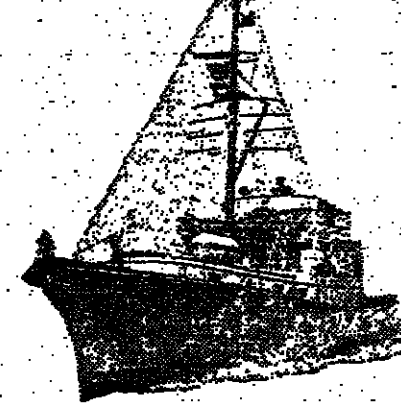
18,000 sq. feet Air Conditioned Offices

12,000 sq. feet Shops

6,000 sq. feet Restaurant and Terrace

Applications invited from 1st January, 1976 to Victoria House, P.O. Box 434, Mahe, Seychelles.

SEA SAFARIS (SEYCHELLES)



We specialise in Big Game Fishing and cruising throughout the Islands—bookings available from this August.

For further details write:—
P.O. Box 177, Mahe, Seychelles

MACHINERY AND EQUIPMENT LIMITED

SOLE DISTRIBUTORS IN SEYCHELLES

FOR



THE ISLANDS' LEADING ENGINEERS AND CONTRACTORS
FOR ALL AIR-CONDITIONING, REFRIGERATION AND ELECTRICAL WORKS.

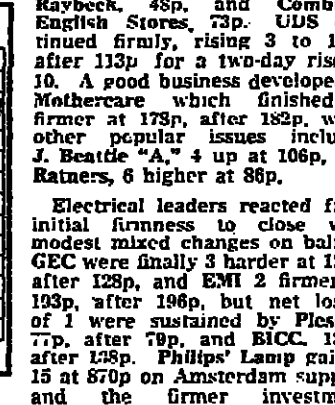
HARBOUR TRADING ESTATE, VICTORIA

P.O. BOX 208, VICTORIA
PHONE: 2324, CABLES: "THERMAL" TELEX: 2355Z

مكتبة الأمل

مكتبة الإمام الأئمة

After an initial further increase, leading Properties came offer and closed generally on balance. MEPC sustained reaction of 3 at 179p, after while 1 and Securities closed at 219p, after 226p, and Property 1 down at 89p 93p. Secondary issues



market, closing well below day's best: at 100p for a net 7.

Tricentrol down

The Oil leaders encountered fairly large turnover and pushed further before pausing. British with the general market. Petroleum closed below the day's best with a fall of 3 at 438p, after 465p, at first-quarter results due to-week. Shell Transport added afresh to 341p before closing at 339p, 33p, wider. Dutch, helped by the arms premium, gained 3 at 227p where, Ultramar finished firmer at 198p, after 206p.

[illegible][illegible]

WSPacPrf May1311.11	118.5	2.89	Brownwood, Zacks	1217	2.89	WM & G Japan	188.3	185.2	-4.1	4.13	WVACQ, Citi	445.9	442.4	-0.8	5.04	
WSPacPrf May1311.18	118.5	2.89	WM Australian	33.4	35.94	0.10	WM & G Japan	188.3	185.2	-4.1	4.13	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canadian	33.4	35.94	0.10	WM & G Japan	188.3	185.2	-4.1	4.13	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.14	WM European	33.4	35.94	0.11	WM & G P.T.S.	49.1	51.68	2.58	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Global	33.4	35.94	0.11	WAcum, Unib	33.4	37.18	3.78	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Africa	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Australia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canada	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Africa	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Australia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canada	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Africa	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Australia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canada	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Africa	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Australia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canada	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Africa	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Australia	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Canada	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM India	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Latin America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Middle East	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM North America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Oceania	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM South America	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Europe	33.4	35.94	0.11	WM AG Compd	76.7	77.8	1.12	1.47	WVACQ, Citi	445.9	442.4	-0.8	5.04
WSPacPrf May1311.18	118.5	2.89	WM Asia	33.4	35.94	0.11	WM AG Compd	76.7	77.8							

[illegible][illegible][illegible]

10 a.m. 357.5. 11 a.m. 359.5. Noon 361.5. 1 p.m. 361.8.
2 p.m. 361.4. 3 p.m. 361.7.
Latest index 61.246 8026. Excluding regional exchanges.
(a) Based on 52 per cent. corporation tax. (b) NU=J.F.
Basis 100. Govt. Secs. 15.10-26. Fixed int. 1929. Ind. Ord. 1.7-35. Gold
 Mines 12/9.53. S.E. Activity July-Dec. 1942. * Corrected.

FT—ACTUARIES INDICES							
	May 20	May 19	May 16	May 15	May 14	May 13	A year ago

ward. British Isles and General, 350p, and Nelson Financial, 400p, put on 10 more apiece, while First Re-Investments added 5 to

Furness Withy were outstanding in Shippings, forging ahead 12

attracted further investment and De Beers were unaltered demand and touched 127p before closing 2 better on balance at 125p. The chairman's warning at the AGM that the company must

and De Beers were unaltered 298p after 300p. Renewed Cap demand strengthened Platinum where Potgietersrust (215p) and Indaba (211p) both gained.

Golds pause
Gold shares turned easier following a reaction in the bullion price but offerings of stock

	Yield %		Yield %
Free World Fund Limited		Murray Johnstone (Inv. Adviser)	
Butterfield Building, Hamilton, Bermuda		163 Rennie St., Glasgow G.2	94.721 55
NAV Apr. 92.....US\$152.62	—	*High Street Fund, US\$21.00	+4.78

Mill Mutual Overseas Fund S.A.	Old Court Fund Mgrs. Ltd.
37, Rue Notre-Dame, Luxembourg.	PO Box 32 Julian's Cl., Guernsey 0481 2533
N.A.V. Apr. 30 1979; US\$13.09	OC Eq's Fd Apr. 30 40.3 42.9
Internatl. Pacific Inv. Mngt. Ltd.	OC Inc. Fd May 11 100.5 138.6
100, Rue de la Ville, Luxembourg.	OC Int. Fd May 15 150.4 107.2

Jerline Philippe	US\$11.22	—	129. Cheadule	E.C.2	—	01.598	400
NAV April 30.	"Bemir	US\$40.58	Uchepd	Far May15.	US\$10.79	-0.07	3.5
2 Mar 15.	2 Mar 30.	—	Trutalgar	April 30.	US\$78.32	—	—
Jersey Intl. Fund Managmt. Ltd.			Asian Fund	May 18.	US\$12.58	12.96	3.1

Keyselex Managmnt. (Jersey) Ltd.	Growth Investor	229.1	247.71	3.00
PO Box 88, St Helier, Jersey. 6334 3728	International Fd.	64.7	69.91	3.00
Fonselex.....[Nw.Fr.] 8031 + 7	Jersey Energy Trak	8.6	129.01	1.00
keyselex Int'l.....[Fr.] 28.21	Value at Mar 15. Next dealing May 27			
				3.07

20. Finchurch Street, E.C.3	91-523 8000	Intimate Management Co., N.V. Curaçao
Marinvest Lux. F.	1,149	NAV per share May 12 US\$23.58
Guarvest Inc.	45.8	50.8 + 2.7
Do. Accum.	52.5	+ 5.3 + 5.1
Interstate Lira	7,793	8,426
		2.61
		Triumph Oceanic Int. Fd. Mgrs.
		P.O. Box 82, 8 Church St., St. Beller,
		Jamaica, W.I.

Do. Accruals	73.2	76.2	—	Int. Manf. & Mer.	88.2	89.6	—
Do. Return	77.8	81.0	—				

Prices in Sterling at April 30.

Lloyds Bank (C.I.) U/T Mgrs.	United States Tst. Intl. Adv. Co.
P.O. Box 195, St. Helier, Jersey. 6524 27561	14, rue Alcindor, Luxembourg.
	US Trusting Fund: US\$15.01 +0.02 0.92

(a) (h) Manx Int. Mangmt. Ltd.		10a Boulevard Royal, Luxembourg.
200, Victoria St., Douglas, L.M. 0524 4254		WorldWideGlobe US\$14.14 --- -
Greater Pacific	117.2 126.5	NOTES
Int. Income Trans	44.6 47.8	Yield allows for all buying expenses.
A.C.H. Genest	74.6 74.3	

New sub. day Tues. Wed. Fri. Prices do not include \$ Premium.

HOTELS—Continued

ENGINEERING—Cont.

Stock	Price	+ or -	Div Net
Leaves C per 10p	16	+1	114
Johnson (C.H.)	29	8.4
Johnson & Birch	43 1/2	13
Jones Group 10p	43	Q40
Jones Shipping	56	16.4

[illegible][illegible][illegible]

1	44	+2	12	40
2	53		8	9
3	85		28	6
4	22	+2	2	1
5	25		4	18.6
6	33		4	0
7	50		75.1	
8	25	+2	18.5	
9	20		6.3	
10	16		15.4	
11	54		15.4	
12	12		9.1	
13	10		12.3	
14	20		22.8	
15	210		22.8	
16	35	+2	115.4	
17	24	-2	7.5	
18	10		6.2	
19	100		2.5	
20	85		116.2	
21	13	-3	28.5	
22	27	-1	14.1	
23	68	+7	10.5	

22nd	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th	13th	14th	15th	16th	17th	18th	19th	20th	21st	22nd	23rd	24th	25th	26th	27th	28th	29th	30th	31st	32nd	33rd	34th	35th	36th	37th	38th	39th	40th	41st	42nd	43rd	44th	45th	46th	47th	48th	49th	50th	51st	52nd	53rd	54th	55th	56th	57th	58th	59th	60th	61st	62nd	63rd	64th	65th	66th	67th	68th	69th	70th	71st	72nd	73rd	74th	75th	76th	77th	78th	79th	80th	81st	82nd	83rd	84th	85th	86th	87th	88th	89th	90th	91st	92nd	93rd	94th	95th	96th	97th	98th	99th	100th	101st	102nd	103rd	104th	105th	106th	107th	108th	109th	110th	111th	112th	113th	114th	115th	116th	117th	118th	119th	120th	121st	122nd	123rd	124th	125th	126th	127th	128th	129th	130th	131st	132nd	133rd	134th	135th	136th	137th	138th	139th	140th	141st	142nd	143rd	144th	145th	146th	147th	148th	149th	150th	151st	152nd	153rd	154th	155th	156th	157th	158th	159th	160th	161st	162nd	163rd	164th	165th	166th	167th	168th	169th	170th	171st	172nd	173rd	174th	175th	176th	177th	178th	179th	180th	181st	182nd	183rd	184th	185th	186th	187th	188th	189th	190th	191st	192nd	193rd	194th	195th	196th	197th	198th	199th	200th	201st	202nd	203rd	204th	205th	206th	207th	208th	209th	210th	211st	212nd	213th	214th	215th	216th	217th	218th	219th	220th	221st	222nd	223rd	224th	225th	226th	227th	228th	229th	230th	231st	232nd	233rd	234th	235th	236th	237th	238th	239th	240th	241st	242nd	243rd	244th	245th	246th	247th	248th	249th	250th	251st	252nd	253rd	254th	255th	256th	257th	258th	259th	260th	261st	262nd	263rd	264th	265th	266th	267th	268th	269th	270th	271st	272nd	273rd	274th	275th	276th	277th	278th	279th	280th	281st	282nd	283rd	284th	285th	286th	287th	288th	289th	290th	291st	292nd	293rd	294th	295th	296th	297th	298th	299th	300th	301st	302nd	303rd	304th	305th	306th	307th	308th	309th	310th	311st	312nd	313th	314th	315th	316th	317th	318th	319th	320th	321st	322nd	323rd	324th	325th	326th	327th	328th	329th	330th	331st	332nd	333rd	334th	335th	336th	337th	338th	339th	340th	341st	342nd	343rd	344th	345th	346th	347th	348th	349th	350th	351st	352nd	353rd	354th	355th	356th	357th	358th	359th	360th	361st	362nd	363rd	364th	365th	366th	367th	368th	369th	370th	371st	372nd	373rd	374th	375th	376th	377th	378th	379th	380th	381st	382nd	383rd	384th	385th	386th	387th	388th	389th	390th	391st	392nd	393rd	394th	395th	396th	397th	398th	399th	400th	401st	402nd	403rd	404th	405th	406th	407th	408th	409th	410th	411st	412nd	413th	414th	415th	416th	417th	418th	419th	420th	421st	422nd	423rd	424th	425th	426th	427th	428th	429th	430th	431st	432nd	433rd	434th	435th	436th	437th	438th	439th	440th	441st	442nd	443rd	444th	445th	446th	447th	448th	449th	450th	451st	452nd	453rd	454th	455th	456th	457th	458th	459th	460th	461st	462nd	463rd	464th	465th	466th	467th	468th	469th	470th	471st	472nd	473rd	474th	475th	476th	477th	478th	479th	480th	481st	482nd	483rd	484th	485th	486th	487th	488th	489th	490th	491st	492nd	493rd	494th	495th	496th	497th	498th	499th	500th	501st	502nd	503rd	504th	505th	506th	507th	508th	509th	510th	511st	512nd	513th	514th	515th	516th	517th	518th	519th	520th	521st	522nd	523rd	524th	525th	526th	527th	528th	529th	530th	531st	532nd	533rd	534th	535th	536th	537th	538th	539th	540th	541st	542nd	543rd	544th	545th	546th	547th	548th	549th	550th	551st	552nd	553rd	554th	555th	556th	557th	558th	559th	560th	561st	562nd	563rd	564th	565th	566th	567th	568th	569th	570th	571st	572nd	573rd	574th	575th	576th	577th	578th	579th	580th	581st	582nd	583rd	584th	585th	586th	587th	588th	589th	590th	591st	592nd	593rd	594th	595th	596th	597th	598th	599th	600th	601st	602nd	603rd	604th	605th	606th	607th	608th	609th	610th	611st	612nd	613th	614th	615th	616th	617th	618th	619th	620th	621st	622nd	623rd	624th	625th	626th	627th	628th	629th	630th	631st	632nd	633rd	634th	635th	636th	637th	638th	639th	640th	641st	642nd	643rd	644th	645th	646th	647th	648th	649th	650th	651st	652nd	653rd	654th	655th	656th	657th	658th	659th	660th	661st	662nd	663rd	664th	665th	666th	667th	668th	669th	670th	671st	672nd	673rd	674th	675th	676th	677th	678th	679th	680th	681st	682nd	683rd	684th	685th	686th	687th	688th	689th	690th	691st	692nd	693rd	694th	695th	696th	697th	698th	699th	700th	701st	702nd	703rd	704th	705th	706th	707th	708th	709th	710th	711st	712nd	713th	714th	715th	716th	717th	718th	719th	720th	721st	722nd	723rd	724th	725th	726th	727th	728th	729th	730th	731st	732nd	733rd	734th	735th	736th	737th	738th	739th	740th	741st	742nd	743rd	744th	745th	746th	747th	748th	749th	750th	751st	752nd	753rd	754th	755th	756th	757th	758th	759th	760th	761st	762nd	763rd	764th	765th	766th	767th	768th	769th	770th	771st	772nd	773rd	774th	775th	776th	777th	778th	779th	780th	781st	782nd	783rd	784th	785th	786th	787th	788th	789th	790th	791st	792nd	793rd	794th	795th	796th	797th	798th	799th	800th	801st	802nd	803rd	804th	805th	806th	807th	808th	809th	810th	811st	812nd	813th	814th	815th	816th	817th	818th	819th	820th	821st	822nd	823rd	824th	825th	826th	827th	828th	829th	830th	831st	832nd	833rd	834th	835th	836th	837th	838th	839th	840th	841st	842nd	843rd	844th	845th	846th	847th	848th	849th	850th	851st	852nd	853rd	854th	855th	856th	857th	858th	859th	860th	861st	862nd	863rd	864th	865th	866th	867th	868th	869th	870th	871st	872nd	873rd	874th	875th	876th	877th	878th	879th	880th	881st	882nd	883rd	884th	885th	886th	887th	888th	889th	890th	891st	892nd	893rd	894th	895th	896th	897th	898th	899th	900th	901st	902nd	903rd	904th	905th	906th	907th	908th	909th	910th	911st	912nd	913th	914th	915th	916th	917th	918th	919th	920th	921st	922nd	923rd	924th	925th	926th	927th	928th	929th	930th	931st	932nd	933rd	934th	935th	936th	937th	938th	939th	940th	941st	942nd	943rd	944th	945th	946th	947th	948th	949th	950th	951st	952nd	953rd	954th	955th	956th	957th	958th	959th	960th	961st	962nd	963rd	964th	965th	966th	967th	968th	969th	970th	971st	972nd	973rd	974th	975th	976th	977th	978th	979th	980th	981st	982nd	983rd	984th	985th	986th	987th	988th	989th	990th	991st	992nd	993rd	994th	995th	996th	997th	998th	999th	1000th
------	-----	-----	-----	-----	-----	-----	-----	-----	-----	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------

Int. Tr. Np.	10 1/2	37	1
Walker Sp.	512 1/2	2	1
Walker Sp.	49 1/2	+2 1/2	1
Invest.	26	21 1/2	1
Brooks (Lp.)	22	53.0	1
Hotels Sp.	4 1/2	26	1
Invest.	2 1/2	10 1/2	1
Brooks (Lp.)	6	6 1/2	1
Invest.	2	19	1
Gen. Sp.	64	1	1
Int. Tr. Np.	50	2 1/2	1
Van Ass.	40	25	1
Ext. Sp.	40	25	1

[illegible]

[illegible]

Dell gives warning on loss of funds

By Nicholas Colchester in Bonn and William Keegan in London

A WARNING that foreign lenders would withdraw their funds from the U.K. if the country fails to come to grips with inflation was given yesterday by a Treasury Minister in one of the most outspoken comments yet made by the Government on the economic situation.

The prospect was raised by Mr. Edmund Dell, Paymaster General, in a speech during which he also said bluntly that: "The Government must bring public expenditure under better control because it is at present making too great a demand on the total resources of the country."

Mr. Dell's speech — to the National Union of Mineworkers Summer School in Stoke — came on a day when union leaders were themselves developing the theme of the dangers attached to excessive pay rises, in advance of the TUC Economic Committee's meeting with the Chancellor today.

Backed

Mr. Len Murray, TUC general secretary, told the National Union of Public Employees — who backed a 35 per cent pay increase demand on Monday — "There is a growing view that 30 per cent is the going rate and that there will be more on top of that, but in that direction there lies trouble and there lies danger for our society and for our class of people."

"What sort of sense is there to go on escalating? Mr. Murray asked. "What do you solve to double wages overnight? There will be no real increase there, and you know it."

Reactions to the specific proposals by Mr. Jack Jones, general secretary of the Transport and General Workers, for a flat rate limit on wage increases — geared to increases in the cost of living — have varied from the Treasury's "showing interest" to a promise yesterday by Mr. Michael Foot, Secretary for Employment, that "of course we will give careful and urgent attention to this idea."

Amplifying the Government's concern about wage inflation, Mr. Dell said that if, nevertheless, excessive wage claims are pressed, prices must immediately respond to the increased costs.

He warned: "There can be no question of the taxpayer covering the cost, particularly in the energy industries. Coal is too vulnerable. Already much of the headroom which has gained over oil in 1973 has been eroded. We must not allow the industry's bright future to be clouded by excessive cost increases."

Echoing the Government's acute embarrassment about the size of its own financial deficit, Mr. Dell added that the "movement" must not be able to raise sufficient funds "from private sources at home" even if it was prepared to drive up interest rates beyond acceptable levels.

In this case it has to borrow from the banks, almost as if on overdraft. This is where the problems start. This method of finance enables the public authorities to settle their bills but it tends to lead to a corresponding flood of cash and bank deposits in the economy. It is known figuratively as resorting to the printing press."

These are the sort of words one would normally expect to hear only from the opposition or an outside observer, rather than a Minister.

Lever for Bonn talks on economy

MR. HAROLD LEVER, the Prime Minister's special financial adviser, is expected to arrive in Bonn this evening for talks with Chancellor Helmut Schmidt and Finance Minister Hans Apel. The three will discuss general economic and currency questions.

It was stated officially in London and Bonn that Mr. Lever is not going to Germany with any specific request. The German Government spokesman on economic matters, Herr Armin Gruenewald, explained that the trip was the result of a long-standing invitation dating back to the day last November when the German Chancellor addressed the Labour Party Congress.

The fact remains that the meeting will take place in the shadow of Britain's Common Market referendum and with sterling under conspicuous pressure on the foreign exchange markets. It will be surprising if these facts do not provide a nucleus for to-morrow's discussions.

Any talk of currency problems and the ramifications of petrodollar recycling seems likely to lead to discussion of the outlook for the pound and on Britain's potential need for credit, given a further collapse in confidence in this currency.

Middle view on EEC decisive—Wilson

BY JOHN BOURNE, LOBBY EDITOR

THE PRIME MINISTER last night continued his more assertive approach to the case for Britain staying in the Common Market, when he addressed the CBI's annual dinner.

He argued that in 1974, the EEC had taken more than one-third of Britain's exports—more than the rest of Western Europe and North America put together.

In the most recent quarter, the value of our exports to the EEC had increased by four per cent, over the previous three months when exports to North America had fallen by 5.5 per cent. The fall in exports to Australia, New Zealand, South Africa and Japan taken together was 9.5 per cent.

"So in what I have said about the EEC I have said about the buoyancy of our exports."

Mr. Wilson made it clear that he was placing his trust in the referendum not on the dedicated "pro-Marketers" but on the large body of opinion which was less doctrinally committed but was ready to be persuaded by the facts of the situation.

"It will be their voice which will be decisive in the referendum," said Mr. Wilson. "It is

above all to that significant body of opinion that I have based and shall be particularly directing my arguments during this campaign on TV and radio as well as in the half-a-dozen or more further meetings I shall be holding."

"That is also the approach of the Foreign and Commonwealth Secretary, whose masterly conduct of the negotiations, and whose knowledge of the Market as it really is, gives him an unrivalled authority in the conduct of this great national debate."

Mr. Wilson thought that middle opinion would especially regard the touchstone for their judgment not the legal construction of the EEC, the treaties, the judicial powers and functions of the Commission but how the Market was working in down-to-earth terms.

"These should include the operation of the Common Agricultural Policy—now the subject of a fundamental stock-taking—the control of budgetary expenditure in the Market and the functioning of the Commission."

"The pragmatic British are far from being alone in wishing reform. Our views are widely

shared in the Community, particularly by the Federal German Chancellor."

He argued that to-day the Market was functioning as an essentially practical organisation, important individual national response to the claims of vitally interests.

"It is significant that there are many in all three groups that I have mentioned—pro-Marketers, anti-Marketers and the doctrinaire reformers long overdue. They are reformers long overdue."

Finally, Mr. Wilson appealed to all participants in the referendum campaign not to claim "in the hubris of the hustings" that either remaining in the Market or leaving it would solve Britain's economic problems.

"The fault, and therefore our solution, lies not in European stars—in or out—but from now on in ourselves."

But I am clear that Britain's prospects of solving our own problems will be made immeasurably more difficult, in the circumstances we have to live with, if the British people vote for the severance of Britain from the Community."

Referendum news, Page 11

BSC 'to make best' of pact with TUC steel committee

BY HAROLD BOLTER, INDUSTRIAL EDITOR

THE BRITISH Steel Corporation's management yesterday made it clear it intends to make the best of the agreement it reached with the TUC steel committee on Monday.

It does not regard the deal as defeat for its cost-saving plans. Works group directors at all of the BSC's plants were told that they are to notify Mr. Gordon Sambrook, managing director responsible for personnel, of what action they have taken to implement the agreement by the week-end.

Before then, they have been told to call meetings with local union officials to inform them of the measures the Corporation wants to introduce.

First, all overtime for staff, process and craft personnel is to be reduced to "insignificant" levels in all plants and, where possible, totally eliminated.

Works managers have been told to keep a record of the steps they have taken to reduce overtime, and how successful they have been.

Second, local managements have been told they are to take the initiative in dealing with individual cases involving chronic absenteeism and in cutting down the labour pools which have been established to cope with the present level of absenteeism.

Works managers have also been warned that recruitment into the BSC is only to take place in really exceptional cases—and the effect of this could be very important.

Turnover

Although the Corporation would not be expected to recruit at the moment, because of the serious effects of the steel demand recession, it might be expected by the unions to replace workers who leave the industry.

Under the agreement reached on Monday, this replacement is not automatic and, with the labour turnover within the BSC averaging 20 per cent, it is present for over 40,000 this

could be very important to the management's plans to reduce manning levels.

The BSC management is convinced that the agreement reached with the unions on Monday provides the Corporation with considerable scope for cutting costs, possibly by as much as £100m. a year.

It was also emphasised yesterday that Sir Monty has no intention of resigning from the Chairmanship of the BSC, although his plans for dismissals involving some 22,000 workers have been abandoned.

Our Labour Staff writes: Steelworkers appeared more than ready yesterday to accept the proposed solution to the Corporation's immediate crisis.

Mr. Bill Sims, incoming general secretary of the Iron and Steel Trades Confederation, said he had little difficulty in persuading his 80,000 BSC members to follow the recommendations.

Editorial Comment, Page 18
News Analysis, Page 8

Unit trust sales brisker

BY CHRISTOPHER HILL

THERE WAS a substantial rise in unit trust gross sales last month to a total of £33.9m., up from £27.1m. in March. At both the gross and net levels, sales are now at their highest since June, 1973.

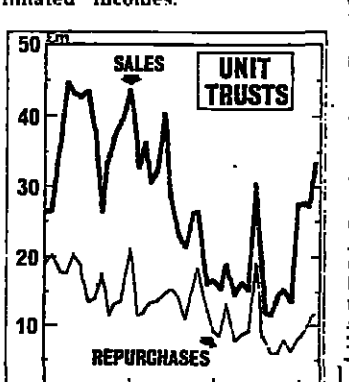
The main impetus seems to have been the more optimistic state of the stock market. The F.T. All Share Index rose by 15 per cent, during April.

Managers were pleased by the relatively low level of repurchases as a percentage of sales. Repurchases rose by only £0.7m. to £11.9m., so that net new investment was up from £15.5m. to £21.9m.

Income funds are still the most popular type of unit trust, but several managers of large funds report that they are having trouble maintaining yields at an attractive level when markets are rising.

Unit trust managers generally are surprised at the way people go on wanting high income, and watch with envy the success of the building societies in attracting new money. Several point

out that since most forms of saving and investment seem to be doing well, the obvious inference is that a lot of it is new money coming from recently inflated incomes.



Share exchange schemes where a share portfolio is exchanged for units—are also doing well.

Overall, net new investment is running at three times the level

Continued from Page 1

Chrysler strike

"What they say to me in effect is: 'We have been brought up to respect Government, we have been brought up to respect and obey the law, we have been brought up to respect our fellow men. But we see that success often goes to those who threaten Government and we see a Government of which at least part appears to consider that we are expendable.'"

"Is the time coming when Government or no Government, law or no law, we should rebel and look after ourselves?"

Said Mr. Bateman: "It is said that the national propensity of British people to obey the law should be so stretched towards its breaking point; but is this result surprising? Surely not."

Mr. Bateman also insisted that a great deal of the responsibility for U.K. industry's failure to be more successful "rests upon the shoulders of our successive Governments, their frequent and unforceable vacillations, in policy and their irresponsible and, indeed, sometimes vindictive, tax policies

which have been the despair and the ruin of U.K. industry."

Britain needed a long, cool look at the overall tax system and a Royal Commission should be appointed sooner rather than later.

He ended with the hope that after the EEC referendum "we may all make a new start. We would like to see the past put behind us; we would like to see Government, workers, trade unions and managers come out of their entrenched positions and unite in a true and non-political regeneration of British industry."

"It would have to be based upon all doors being open to individual ability, co-operation by everybody in a company to ensure proper respect for each worker and a joint commitment to profitable achievement, the abandonment of managers and workers of any habits or traditions which stand in the way of efficiency, progress and competitiveness in world markets, the provision to each of full information about the company, and its position and the acceptance by each of a proper degree of responsibility for results."

France calls for EEC link with \$

BY REGINALD DALE

BRUSSELS, May 20. FRANCE TO-DAY called for the creation of a link between the dollar and the jointly floating West European currency "snake" to ease the way for the full reintegration of the French franc in the "snake" system.

The aim would be to set a so-called "EEC level" for the dollar so as to avoid an erosion of the competitive position of French and other Community exports if the "snake" climbed too high against the American currency.

Meanwhile, pending the formal return of the franc to the joint float, the French currency would in practice be kept within the "snake" on a de facto basis. M. Jean-Pierre Fourcade, the Finance Minister, told his colleagues at to-day's EEC Council meeting here. President Giscard d'Estaing announced France's intention of returning to the system earlier this month.

To-day, M. Fourcade said his Government wanted further studies of two other aspects of the "snake's" operations, in addition to a possible link with the dollar—before the franc was formally reincorporated.

Changes

These were that there should be changes in the intervention rules so as to ensure that the burden of support did not fall too heavily on the weakest currencies, and alterations in the system of settlement. France apparently wants the monthly repayment period extended.

While the other countries seemed to feel that the last two requests might be fairly easy to fulfil, the link with the dollar may run into opposition from other EEC governments.

Herr Hans Apel, the German Finance Minister, said he foresaw considerable difficulties in setting an "EEC level" for the dollar, and officials said that at least some Community governments would probably want consultations with Washington before any move was made. Fears were also expressed that such a move might involve a return to the old "snake in the tunnel" system of more fixed exchange rates that the Community had abandoned as impracticable.

More generally, the "non snake" countries—Britain, Italy and Ireland—also expressed concern that nothing should be done to make their eventual return to the system more difficult.

The French proposals, which M. Fourcade was careful not to present as "preconditions" for the franc's return, will now be studied by the Community's central bank governors and experts from the countries that are full "snake" members—Germany, Benelux and Denmark. Ministers will discuss the issue again at their Council meeting on June 16.

Swiss franc

A decision on whether the Swiss franc should be admitted to the "snake" was put off until the June meeting.

In their formal EEC Council session, the Nine agreed on a proposal for new IMF quotas that they will put forward in Ministerial negotiations on international monetary reform in Paris this month.

Under the Community's proposal, the total quota of the EEC countries would be set at 28.65 per cent, and the U.S. quota reduced from its present 22.95 per cent to 19.55 per cent. The British quota would be reduced from 9.59 per cent to 7.96 per cent.

THE LEX COLUMN

Woolworth beats the Budget

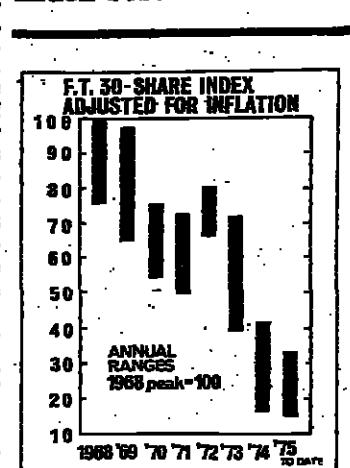
The first half of this year is going to produce some very strange looking stores results, with wages and rates rocketing, but a firm trend in sales with a huge Budget-beating April bulge for those retailers in the relevant sales areas. To kick off with, Woolworth's first quarter—running to April 30—has actually produced a pre-tax improvement from £4.87m. to £4.98m. although the market has been prepared for a sharp downturn in the early months of the year thanks to the impact of the January staff award.

The key lies in a sales rise of 33 per cent for the quarter, against maybe 25 per cent for the stores sector in the same months, reflecting the way Woolworth has been making up for a poor first quarter last time. Within the total, it looks as though the April gain was at least 35 per cent, with the spree rubbing off even to goods outside the luxury VAT bracket. So a £5m. sales windfall could have meant around £1.5m. extra pre-tax, with the gross margin coming through almost unscathed on the unbudgeted volume.

So far in May sales have continued to show growth of near 30 per cent, or perhaps fears of something like £174m. higher at a second quarter hangover should not be overdone. At this stage the group is ahead of its budget which, as already discussed, projects some improvement in profits this year. But there is no hope of any increase in the dividend, so a yield of 11.7 per cent at 50p, up 4p yesterday, is not the strong point it might appear.

See also page 25

Index rose 2.1 to 355.9



But the official statistics may be understating the rate of price inflation, for a fair number of builders at the lower end of the market claim to have increased their prices by 15 per cent, or more in the last few months. Most groups have already taken part of their medicine in the shape of substantial balance-sheet write-downs, and the stock of unsold houses has fallen by over a third since last autumn. Meanwhile, although house prices still represent a higher multiple of purchasers' income than they did in 1972, the figure has been easing back steadily since late 1973.

The real message of the price statistics, then, is simply that housebuilders are not yet out of the wood even though seasonally adjusted starts in the first quarter were 54 per cent up on the last three months of 1974. In particular, whereas the balance-sheets of the financially stretched groups have yet to receive tangible support from higher land prices, their creditors might be starting to feel a little less chary about pulling out the plug.

This thought has helped to pull the sector quite sharply back from earlier price peaks. But in some instances the sound have come back with the shaky—even though they will be around to enjoy price jumps which must come before very much longer.

Coalite

Coalite and Chemical's volume sales were little changed last year—a tenth of solid fuel capacity remains mothballed at Grimethorpe—but thanks to successive price rises, turnover climbed 61 per cent, and pre-tax profits, already beating the 1973-74 total at the half-way mark with £3.77m., have exceeded expectations by reaching £9.6m. The chemicals side has joined in the general buoyancy. With Coalite's prices up again on April 1 the outlook must be fair this year so long as the current strike at the Yorkshire plant does not last too long. But with the shares at a new 1975 high of 24½p the yield of 3.8 per cent could become a handicap. The current value of the Siebens stake looks to be about 3p a share; any call this with the Nationwide for cash here will not disturb Coalite, currently very liquid. See also page 25

House prices

A grim message for the housebuilders can be gleaned from yesterday's official statistics showing an annual rise of just 6 per cent in the price of new houses during the first quarter of 1975. In the same three months of 1974, the average price of a new house in the U.K. was just over £11,000, and the average price per plot of build was £2,700. Since then, housebuilding costs have risen by 23 per cent—and since price per unit could have been running at no more than a few hundred pounds a year ago, the modest rise in sales prices points to sizeable losses at the present time. It seems hard to reconcile this with the Nationwide's calculation that land values were only fractionally down in the period.

Every Ready

Ever Ready's results are a pleasant surprise with 1974-75 profits just 6 per cent lower pre-tax on a comparable basis after a decline of a quarter during the opening six months. That put the shares up 8p to 93p yesterday—despite the £8.4m. rights statement, the bland tone of which follow a pattern seen so many times over the past month or so. Chloride provides the right touch of contrasting irony here; it had to struggle to raise £7m. in unfavourable market conditions last year on a ticket that was much more expansion-minded than ER's future plans.

In fact, ER tends to concentrate more on the past than the future, citing the £324m. it has

Now you can fly Ginny to Miami any day of the week.

Fly Ginny. Fly Nat.

National offers you daily flights from London, America. Enjoy our famous hospitality and the avoiding crowded and congested New York agent or National Airlines at 01-629 827.

Registered at the Post Office. Printed by St. Clements, Swinton House, Cannon Street, London EC4A 3BT.